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Third Quarter 2019
Earnings Conference Call
November 8, 2019

CHESAPEAKE UTILITIES CORPORATION

Forward Looking Statements and Other Disclosures

Safe Harbor Statement: 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 2018 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.

REG G Disclosure: 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.

Gross Margin (non-GAAP measure): 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.

Adjusted EPS (non-GAAP measure): Diluted Earnings per share excluding the impact of certain significant new non-cash items, including, but not limited to, the following: the impact of unrealized mark-to-market changes and one-time charges, such as severance charges. The Company calculates "adjusted earnings" by adjusting reported (GAAP) earnings to exclude the impact of certain significant non-cash items, including the impact of unrealized MTM gains (losses), one-time charges such as severance charges, and any prior year tax savings retained by our regulated businesses as a result of current year regulatory authorizations.

Continued Strong Performance

Success in 2019 and Exciting Future Outlook….

Operations

- Commitment to continuous improvement in safety and operational compliance.
- Gas distribution customer growth is well above the national average.
- Customer demand and pipeline replacement continue to drive investment in our existing gas distribution and transmission operations.
- Increased cross Business Unit collaboration is identifying operational synergies and efficiencies.
- Lower operating expense levels in 2019 and beyond.

Financial

- Significant gross margin growth for the quarter and year-to-date.
- TCJA tax benefits have contributed to margins in our non-regulated and Florida regulated natural gas businesses.
- Margins are driving strong operating income and EPS growth
- 2019 first 9 months GAAP EPS of $2.59 represents 9.7 percent growth over 2018
- Dividend increased by 9.5 percent in May 2019; Five year dividend growth (CAGR) = 8.4 percent
- Strong performance relative to our peers
- Access to competitively priced permanent capital

Strategic

- New projects
  - PPC Callahan Pipeline (Florida)
  - PPC Auburndale Pipeline (Florida)
  - PPC and FPU Palm Beach County expansions (Florida)
  - ESNG DelMar Pathway (Delmarva)
  - Guernsey Pipeline (Ohio)
- Marlin and Ohl acquisition contributions
- Filing for rate relief associated with Hurricane Michael: interim rates begin January 2020
- Recent FERC filing to enable injection of RNG into Eastern Shore's system.
- Several new projects close to finalization
- Exited natural gas marketing business

Strategic Exit of Natural Gas Marketing Business (PESCO)

Quick and Meaningful Execution

Strategic Review

- The business was not aligned with our long term growth strategy; exceeded our risk tolerance and would have required significant additional investment to ensure profitability.
- We decided to exit the business, identified parties with interest and have substantially concluded the sale.
- **Exiting the business improves our earnings outlook, reduces the volatility of future earnings and recovers our PESCO investment.**

Sale of Assets

- Florida retail operations sold to Gas South LLC.
- Non-Florida retail operations/contracts sold to United Energy Trading, LLC (UET).
- Mid-Atlantic operations/contracts and asset management agreements were sold to NJR Energy Services Company (NJRES).
- Remaining small producer services portfolio recently sold.

Benefits

- Total of $15 million estimated proceeds plus working capital should be received in the fourth quarter of 2019
- **Estimated pre-tax gain ranging from $5.0 million to $7.0 million to be recorded in the fourth quarter of 2019**
- PESCO now accounted for as a discontinued operation

Financial Summary

Income from Continuing and Discontinuing Operations (PESCO Impact)

For the periods ended September 30,
(in thousands except per share amounts)

(in thousands except per share data)	Third Quarter 2019	Third Quarter 2018	Year-to-Date 2019	Year-to-Date 2018
Operating Income (Loss)				
Regulated Energy segment	$ 17,540	$ 15,915	$ 65,310	$ 56,930
Unregulated Energy segment	(3,168)	(3,090)	11,316	10,519
Other businesses and eliminations	(14)	54	18	(1,481)
Total Operating Income	14,358	12,879	76,644	65,968
Other Expense, net	(350)	(4)	(729)	(168)
Interest Charges	5,403	4,357	16,583	11,764
Income from Continuing Operations Before Income Taxes	8,605	8,518	59,332	54,036
Income Taxes on Continuing Operations	2,360	2,428	15,355	14,918
Income from Continuing Operations	**6,245**	**6,090**	**43,977**	**39,118**
Loss from Discontinued Operations, Net of Tax	**(624)**	**(552)**	**(1,388)**	**(339)**
Net Income	**$ 5,621**	**$ 5,538**	**$ 42,589**	**$ 38,779**
Diluted EPS from Continuing Operations	**$0.38**	**$0.37**	**$2.67**	**$2.38**
Diluted EPS	**$0.34**	**$0.34**	**$2.59**	**$2.36**

Growth Increases (%)

	3rd Quarter	YTD
Gross Margin	7.90%	8.80%
Operating Income	11.50%	16.20%
Income from Continuing Operations	2.55%	12.42%
Net Income	1.50%	9.82%

- **The increase in interest charges reflects our growth in capital investments in 2018 and 2019.**
- **The average interest rate as of September 30th was 3.58% on total debt.**

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Major Projects and Initiatives

Increasing Shareholder Value by Continuously Seeking and Developing Projects and Initiatives

Project/Initiative	Gross Margin for the Period: Three Months Ended September 30, 2019	2018	Nine Months Ended September 30, 2019	2018	Year Ended December 31, 2018	Estimated for Fiscal 2019	2020
in thousands							
Expansions:							
2017 Eastern Shore System Expansion -including interim services	$ 3,671	$ 2,409	$12,116	$ 5,527	$ 9,103	$16,209	$ 15,799
Northwest Florida Expansion (including related natural gas distribution services)	1,592	1,589	$ 4,881	2,741	4,350	6,500	6,500
Western Palm Beach County, Florida Expansion	745	-	1,068	-	54	2,254	5,047
Del-Mar Energy Pathway - including interim services	189	-	542	-	-	725	3,039
Auburndale	113	-	113	-	-	283	679
Callahan Intrastate Pipeline	-	-	-	-	-	-	3,219
Total Expansions	6,310	3,998	18,720	8,268	13,507	25,971	34,283
Acquisitions:							
Marlin Gas Services	993	-	4,353	-	110	5,500	6,400
Ohl Propane Acquisition	95	-	683	-	-	1,200	1,236
Total Acquisitions	1,088	-	5,036	-	110	6,700	7,636
Regulatory Initiatives:							
Florida GRIP	3,145	3,289	10,050	9,659	13,323	13,587	14,854
Tax benefit retained by certain Florida entities	109	-	2,438	-	-	2,980	1,879
Total Regulatory Initiatives	3,254	3,289	12,488	9,659	13,323	16,567	16,733
Total	$ 10,652	$ 7,287	$36,244	$17,927	$ 26,940	$49,238	$ 58,652
Change		$ 3,365		$18,317		$22,298	$ 9,414

- $10.5 MM increase from new pipeline projects - $12.5 MM increase expected for full year
- Recent acquisitions added $5.0MM ($6.6MM projected for full year)
- $2.8 MM from regulatory initiatives ($3.2 MM projected for 2019)

- We are continuing to pursue several projects that should add to our margin growth in 2020 and 2021. Further details will be forthcoming as these projects are finalized.
- Please note that this table does not reflect any final rate relief associated with Hurricane Michael.

Natural Gas Distribution Margin Growth ($000's)

25% of CPK's YTD Margin Growth

	3rd Quarter	Year-to-date
Nat. gas distribution customer growth (see below)	$ 791	$3,446
Sandpiper margin (natural gas conversions)	224	837
Florida GRIP	(144)	391
Total	$871	$4,674

Natural gas distribution customer growth	3rd Quarter	Year-to-date
Residential	$358	$1,450
Commercial and industrial	433	1,996
Total	$791	$3,446

- *Additional margin from new customers reflects an increase of approximately 3.8% in the average number of residential served on the Delmarva Peninsula for both the three and nine months ended September 30, 2019; and approximately 4.3 percent and 3.8 percent growth in new residential customers served in Florida.*

Unregulated Energy Margin Drivers ($000's)

Marlin Generated 23% of CPK's YTD Margin Growth

	3rd Quarter	Year-to-date
Marlin gas services margin growth	$993	$4,353
Increased retail propane margins per gallon	470	1,689
Ohl acquisition	95	683
Aspire Energy rate increases	--	858
Aspire Energy customer growth	--	296
Total	$1,558	$7,021

- *December 2018 asset acquisitions of Marlin Gas Transport and Ohl contributed $1.1 million and $5.0 million in gross margin for the third quarter and year-to-date*
- *Due to the seasonality of the company's unregulated gas delivery businesses (propane and Aspire residential customers), results for interim periods are not necessarily indicative of results for the entire fiscal year.*
- *Revenue and earnings are typically greater during the first and fourth quarter, when consumption of energy is highest due to the colder temperatures.*

Successful Regulatory Initiatives

- Florida PSC approved retention of a portion of TCJA tax savings for the Company's Florida natural gas operations:
  - $1.3 million gain on reversal of 2018 tax reserves
  - $1.9 million incremental benefit annually beginning in 2019 ($1.1 million in first nine months of 2019)
- Florida PSC approved storm recovery fund surcharge ($2.3 million to be recovered from April 2019 to March 2021)
- Two recent filings below with Florida PSC and FERC:

Limited Electric Proceeding associated with Hurricane Michael

Filed for recovery of storm-related costs associated with Hurricane Michael (capital and expenses) through a change in base rates

Also requested recovery of certain storm-related costs as regulatory assets

Our team has reached a settlement with OPC followed by approval of the PSC on the structure of the recovery. We will begin implementing interim rates with the first billing cycle in January

Eastern Shore filing to include standards to accommodate renewable natural gas

In response to interest from several renewable natural gas producers and given customer interest

The renewable natural gas quality specifications articulated below conform to the least stringent of the quality specifications contained in FERC gas tariffs of the upstream pipelines that interconnect with Eastern Shore's system.

Filed on October 16, 2019; FERC has 30-days to accept/reject/suspend or the filing is effective as proposed

Reconciliation of Third Quarter Results

Key Variances for the three months ended September 30, 2019 vs. 2018

(in thousands except per share data)	Pre-Tax Income	Net Income	Earnings Per Share
Third Quarter of 2018 Reported Results from Continuing Operations	**$ 8,518**	**$ 6,090**	**$ 0.37**
Increased (Decreased) Gross Margin:			
Eastern Shore and Peninsula Pipeline service expansions (including related Florida natural gas distribution expansions)	2,312	1,678	0.10
Margin contributions from Marlin and Ohl acquisitions (assets acquired in December 2018)	1,088	790	0.05
Natural gas distribution growth (excluding service expansions)	791	574	0.04
Increased retail propane margins per gallon	470	341	0.02
Sandpiper's margin from natural gas conversions and delivery service rates	224	162	0.01
Increased margin primarily from the storm recovery surcharge for Florida electric distribution operations	169	122	0.01
TCJA Impact primarily from the 2019 retained tax savings for certain Florida natural natural gas operations	109	79	0.01
Aspire Energy higher gas supply costs	(233)	(169)	(0.01)
Florida GRIP	(144)	(104)	(0.01)
Increased Gross Margin	**4,786**	**3,473**	**0.22**
(Increased) Decreased Operating Expenses (Excluding Cost of Sales)	(3,389)	(2,460)	(0.15)
Change in effective tax rate	-	23	-
Interest charges	(1,046)	(759)	(0.05)
Net other changes	(264)	(122)	(0.01)
Third Quarter of 2019 Reported Results from Continuing Operations	**$ 8,605**	**$ 6,245**	**$ 0.38**

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Reconciliation of Year-to-Date Results

Key Variances for the nine months ended September 30, 2019 vs. 2018

(in thousands except per share data)	Pre-Tax Income	Net Income	Earnings Per Share
Nine Months Ended September 30, 2018 Reported Results from Continuing Operations	**$ 54,036**	**$ 39,118**	**$ 2.38**
Adjusting for Unusual Items:			
Decreased customer consumption - primarily due to warmer weather	(4,511)	(3,344)	(0.20)
Nonrecurring separation expenses associated with a former executive	1,548	1,421	0.09
2018 retained tax savings from certain Florida natural gas operations	1,321	990	0.06
	(1,642)	(933)	(0.05)
Increased (Decreased) Gross Margin:			
Eastern Shore and Peninsula Pipeline service expansions (including new services in Northwest Florida for related Florida natural gas distribution operations)	10,452	7,747	0.47
Margin contributions from Marlin and Ohl	5,036	3,733	0.23
Natural gas distribution growth (excluding service expansions)	3,446	2,554	0.16
Increased retail propane margins per gallon	1,689	1,252	0.08
TCJA Impact primarily from the 2019 retained tax savings for certain Florida operations	1,117	828	0.05
Aspire Energy rate increases	858	636	0.04
Sandpiper's margin from natural gas conversions	837	621	0.04
Florida GRIP	391	290	0.02
Absence of Bomb Cyclone impact wholesale propane margins	(785)	(582)	(0.04)
Aspire Energy higher gas supply costs	(429)	(318)	(0.02)
Increased Gross Margin	**22,612**	**16,761**	**1.03**
(Increased) Decreased Operating Expenses (Excluding Cost of Sales)	(9,813)	(7,276)	(0.44)
Change in effective tax rate	-	556	0.03
Interest charges	(4,819)	(3,572)	(0.22)
Net other changes	(1,042)	(677)	(0.06)
Nine Months Ended September 30, 2019 Reported Results from Continuing Operations	**$ 59,332**	**$ 43,977**	**$ 2.67**

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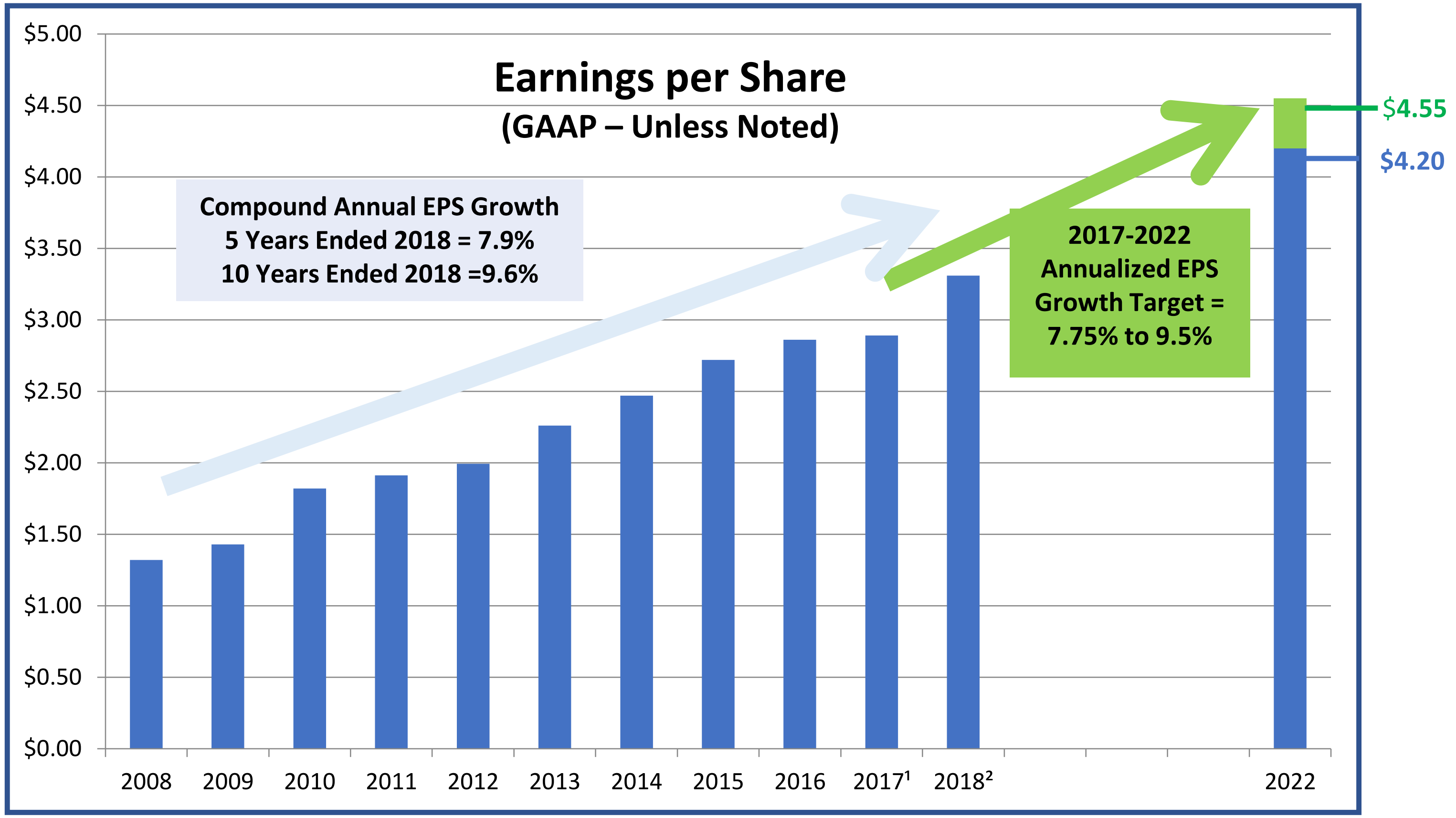
Long-term Earnings Track Record

Positioned for Growth and Total Return



[1] *2017 GAAP $3.55; Adjusted $2.89;* [2] *2018 GAAP $3.45; Adjusted $3.31*

- Outlook for earnings growth within the range of previous guidance remains strong
- Commitment to achieve the target range is demonstrated by our long-term track record of delivering superior growth
- Expansion projects, organic growth and regulatory and efficiency initiatives will continue to drive increased earnings
- We will continue to pursue accretive, related opportunities like Marlin, Aspire and Eight Flags

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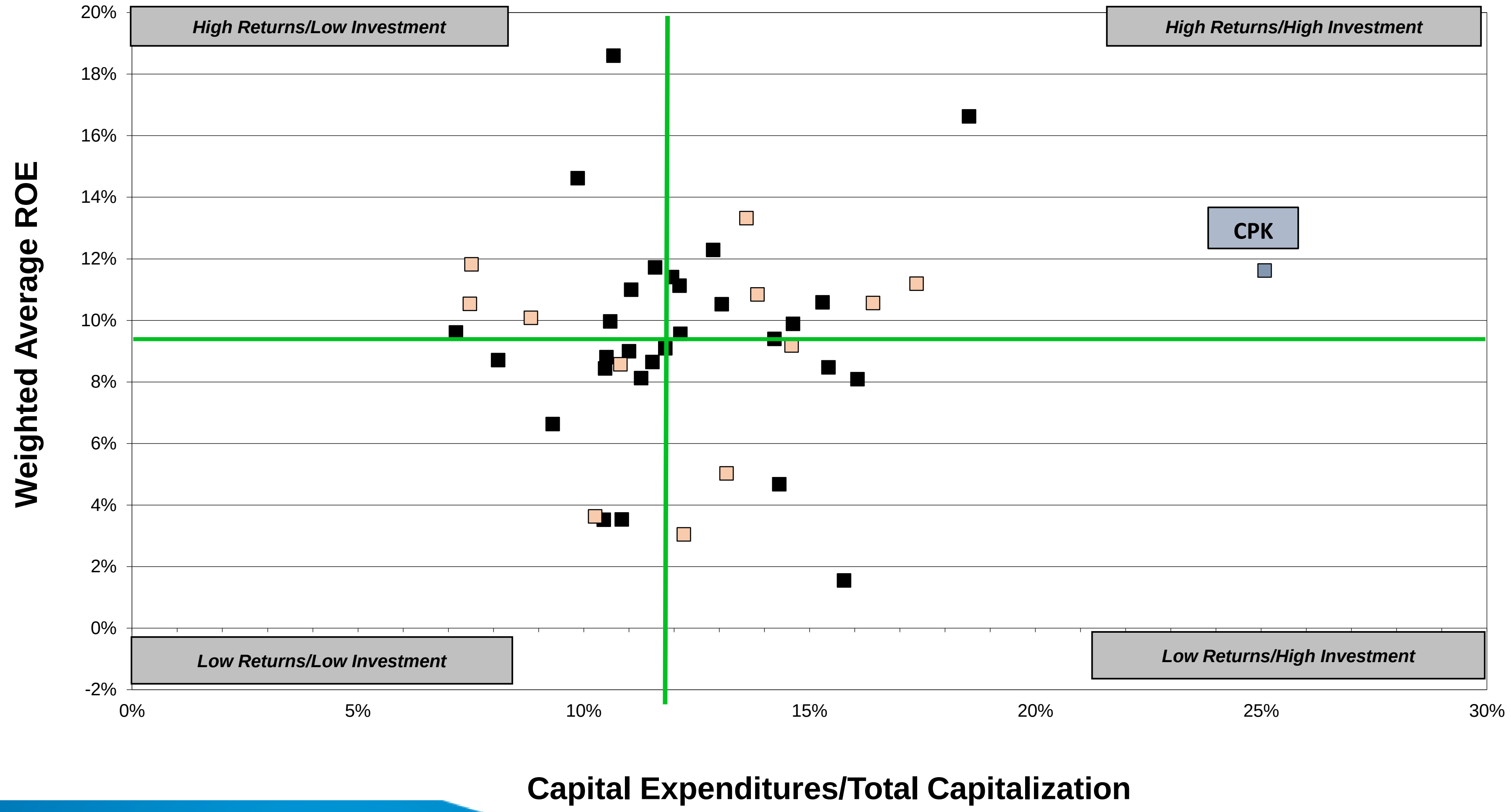
Capital Projects – High Return / High Investment

Peer ROE vs. Capital Expenditures (July 2016 – June 2019)



Chesapeake Utilities

Three Year Performance vs. Peer Group

As of 6/30/19

	CPK	Med	75th
Cap EX	25.1%	11.8%	14.3%
EPS Growth	10.1%	5.8%	8.5%
ROE	11.6%	9.4%	10.9%
Dividend Growth	9.9%	6.1%	7.2%
TSR	14.8%	11.3%	12.7%

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Continuing to Build for the Future

2019 Forecasted Capital Expenditures - $170 million to $185 million

(dollars in thousands)		2019 Low	2019 High
Regulated Energy:			
Natural gas distribution		$ 63,000	$ 65,000
Natural gas transmission		62,000	64,000
Electric distribution		4,000	6,000
Total Regulated Energy	76% to 73% % Regulated Energy	129,000	135,000
Unregulated Energy:			
Propane distribution		12,000	13,000
Energy transmission		11,000	12,000
Other unregulated energy		8,000	14,000
Total Unregulated Energy	18% to 21% Unregulated Energy	31,000	39,000
Other:			
Corporate and other businesses		10,000	11,000
Total Other	6% Corporate and other Businesses	10,000	11,000
Total 2019 Expected Capital Expenditures		$ 170,000	$ 185,000

Our Team continues to pursue new growth projects. The Company is providing a range of capital expenditures of $170 MM to $185 MM to reflect the timing of the approval of several projects.

We will selectively, and with our customary discipline, seek to develop projects and acquire businesses that compliment our existing portfolio, provide rapid earnings accretion and generate targeted returns with acceptable risk profiles.

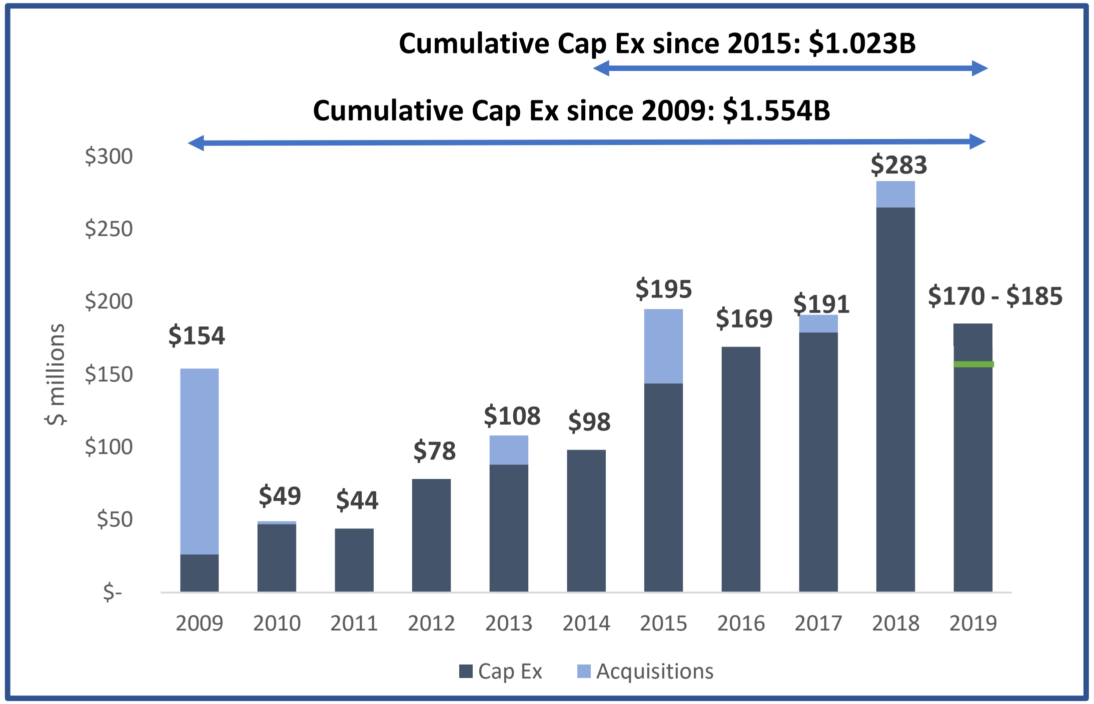
Capital Expenditures were $124.2 million for the nine months ended September 30, 2019.

Continuing to Build for the Future

Organic Growth Opportunities, Supplemented with Targeted Acquisitions

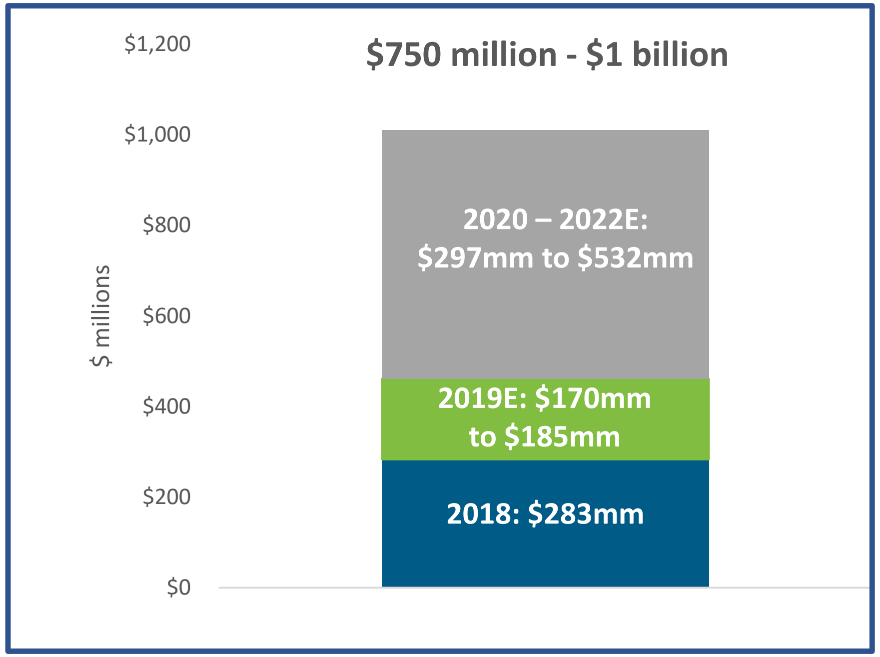
Historical Cap Ex & Acquisitions

In Millions



Five-Year Cap Ex Plan

In Millions



On Track

To Achieve Investment Forecast

Our 5-year CapEx plan includes $750 million to $1 billion of capital expenditures, predominantly into our utility & pipeline businesses

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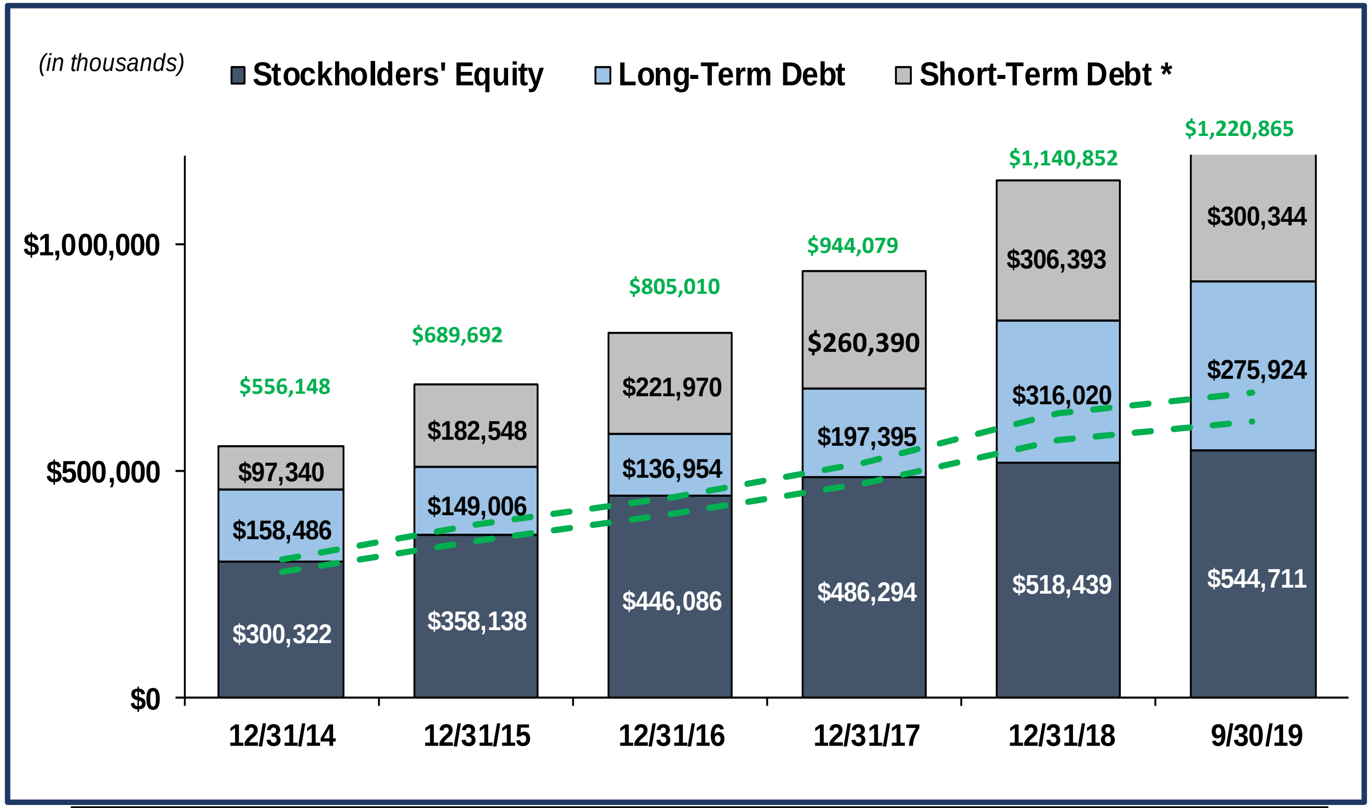
Capital Capacity to Support Future Growth

Total Capitalization has More Than Doubled in Less Than Five Years



	12/31/14	12/31/15	12/31/16	12/31/17	12/31/18	9/30/19
Equity/Permanent Capitalization	65.5%	70.6%	76.5%	71.1%	62.1%	59.2%
Equity/Total Capitalization	54.0%	51.9%	55.4%	51.5%	45.4%	44.6%

* *Short-term debt includes current portion of long-tem debt*

Financing Components

(1) Revolving Credit - Five Year Agreement dated 10/5/2015

(2) Intermediate Hurricane Michael Term Loans to be Refinanced with long-term Private Placement of $70 million - at 2.98% to be Funded December, 2019 with final maturity of December, 2034

(3) Long-term debt private placements are fixed rate notes, with equal annual amortization ten years before maturity
- Noted exception is the FPU Legacy Note with single payment at maturity

(4) Chesapeake has $250 million private placement shelf facilities available for additional financing needs

Excluding $60 million Hurricane Michael Notes Equity to Total Capitalization equals 47%

Target Equity to Total Capitalization Ratio of 50% - 55%

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Natural Gas Expansion Projects

Eastern Shore and Florida Transmission

Expansion Projects	Completion Date	Investment Amount (000's)	2020 Annual Margin (000's)
2017 Eastern Shore System Expansion (1)	Q3 - 2019	$132,800	$15,799
Northwest Florida Expansion	Q2 - 2018	$ 44,300	$ 6,500
Western Palm Beach County (2)	Q1 - 2020	$ 33,015	$ 5,047
Callahan Intrastate Pipeline (3)	Q3 – 2020	$ 32,500	$ 3,219
Del-Mar Energy Pathway (4)	Q4 - 2021	$ 37,000	$ 3,039
Auburndale, Polk County (5) *New*	Q3 – 2019	$ 2,628	$ 679
Guernsey Power Station (6) *New*	2021	$ 5,500	Not until 2021
Total		$287,743	$34,283

(1) Eastern Shore System Expansion substantially completed – Margin $15.8MM for 2020 -2022 and $13.2MM beyond
(2) Western Palm Beach County expansion partially in-service in December 2018
- Projects/Phases include Westlake/Arden, Avenir and Research Park
- Fully in-service 2020 with annual margin of $5.2 million for 2021 and beyond
(3) Callahan Pipeline Project will generate $6.4 million gross margin annually once completed
(4) Del-Mar Energy Pathway Project to generate $5.1 million gross margin annually once fully in-service
(5) Auburndale Project: Peninsula Pipeline acquired existing pipeline owned by Chesapeake Utilities and Calpine and construct pipeline facilities in Polk County, Florida
(6) Guernsey Power Station will construct an Ohio power generation facility. A precedent firm transportation agreement was executed whereby Aspire Energy will provide natural gas services to the facility.

Del-Mar Energy Pathway Project Under Development

Strategic Growth Initiative

Provides additional natural gas transmission pipeline infrastructure in Eastern Sussex County, Delaware and expands service into Somerset County, Maryland; serves four large anchor customers

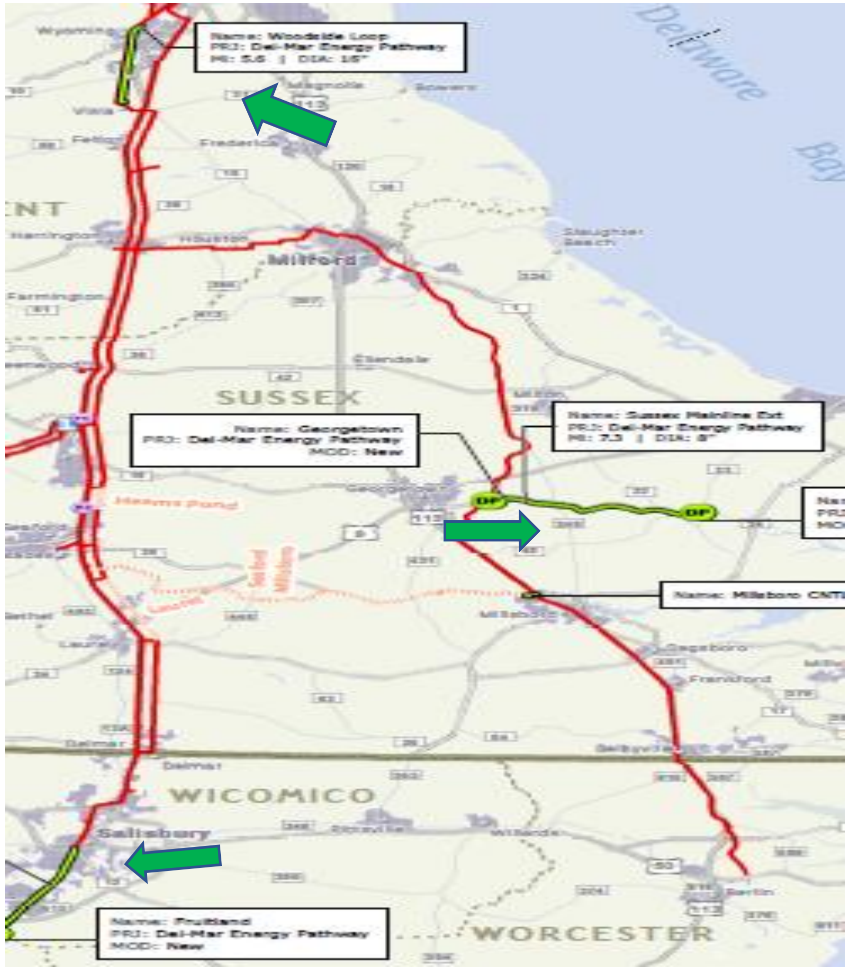
- Estimated Project Cost: $ 37 MM

- Estimated In Service Date: Beginning of fourth quarter 2021*

- Estimated Annual Gross Margin:
  - 2019 - $ 0.7 MM
  - 2020 - $ 3.0 MM
  - 2021 - $ 4.1 MM
  - 2022 forward - $ 5.1 MM

- Interim service in advance of this project generated $200,000 and $500,000 gross margin for the three months and nine months ended September 30, 2019, respectively.

**Contingent upon FERC issuing authorization for the project by the fourth quarter of 2019*.



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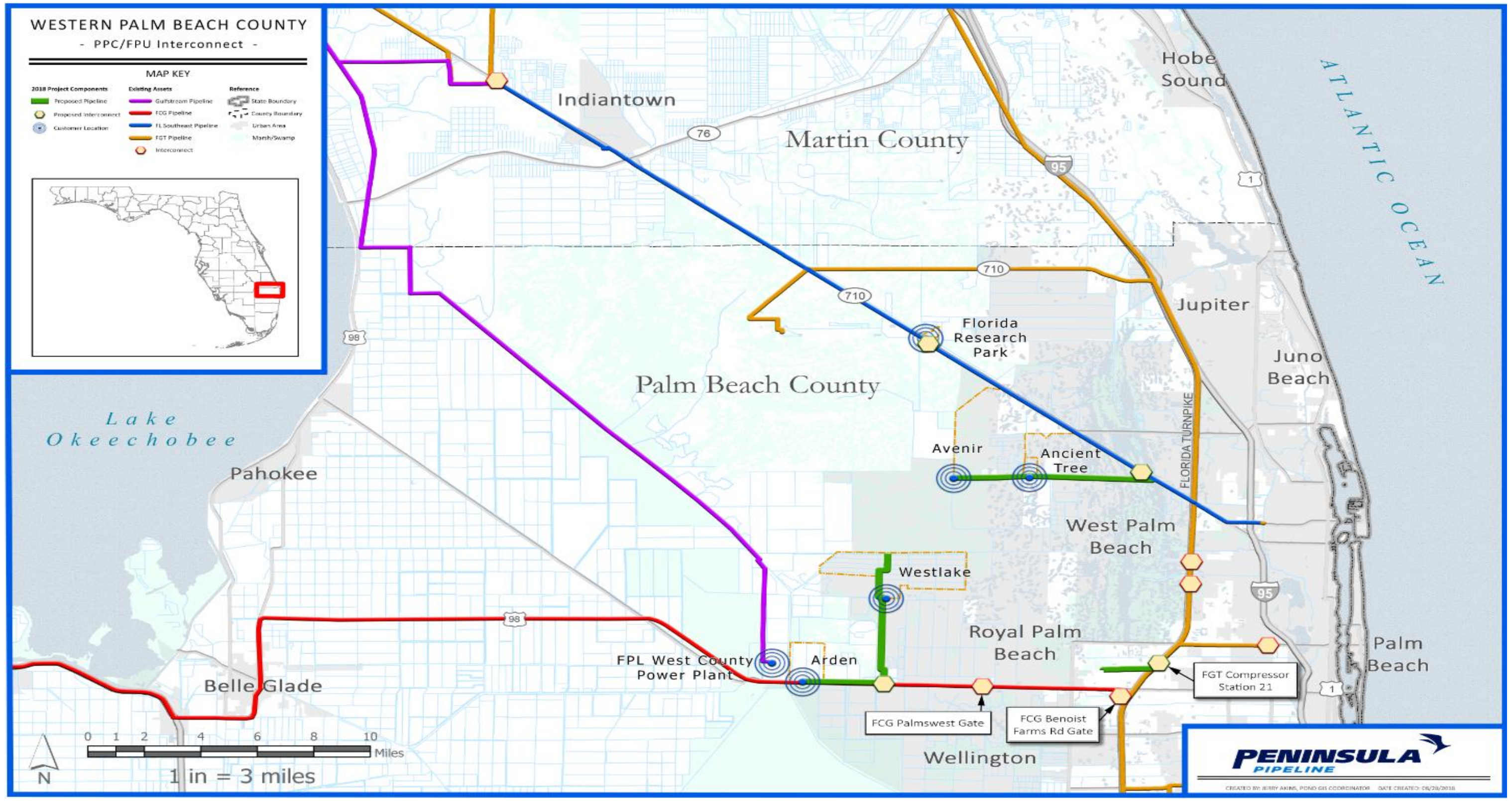
West Palm Beach Expansion

Enhances Reliability and Provides Additional Customer Growth

- **$5.2MM annual margin**
- **$2.3MM in 2019**
- **$30MM total capital invested**
- **Mid-2019 initial service; fully in-service Q1 - 2020**



- **Four PPC projects to serve FPU's natural gas distribution systems expansions in Palm Beach County.**
- **Resolves a pipeline capacity constraint.**

- ***Projects /Phases include <u>Belvedere</u>, <u>Westlake/Arden</u>, <u>Avenir</u> and <u>Research Park</u>***
- ***Marlin Gas is providing temporary service for customers ahead of the project schedule***

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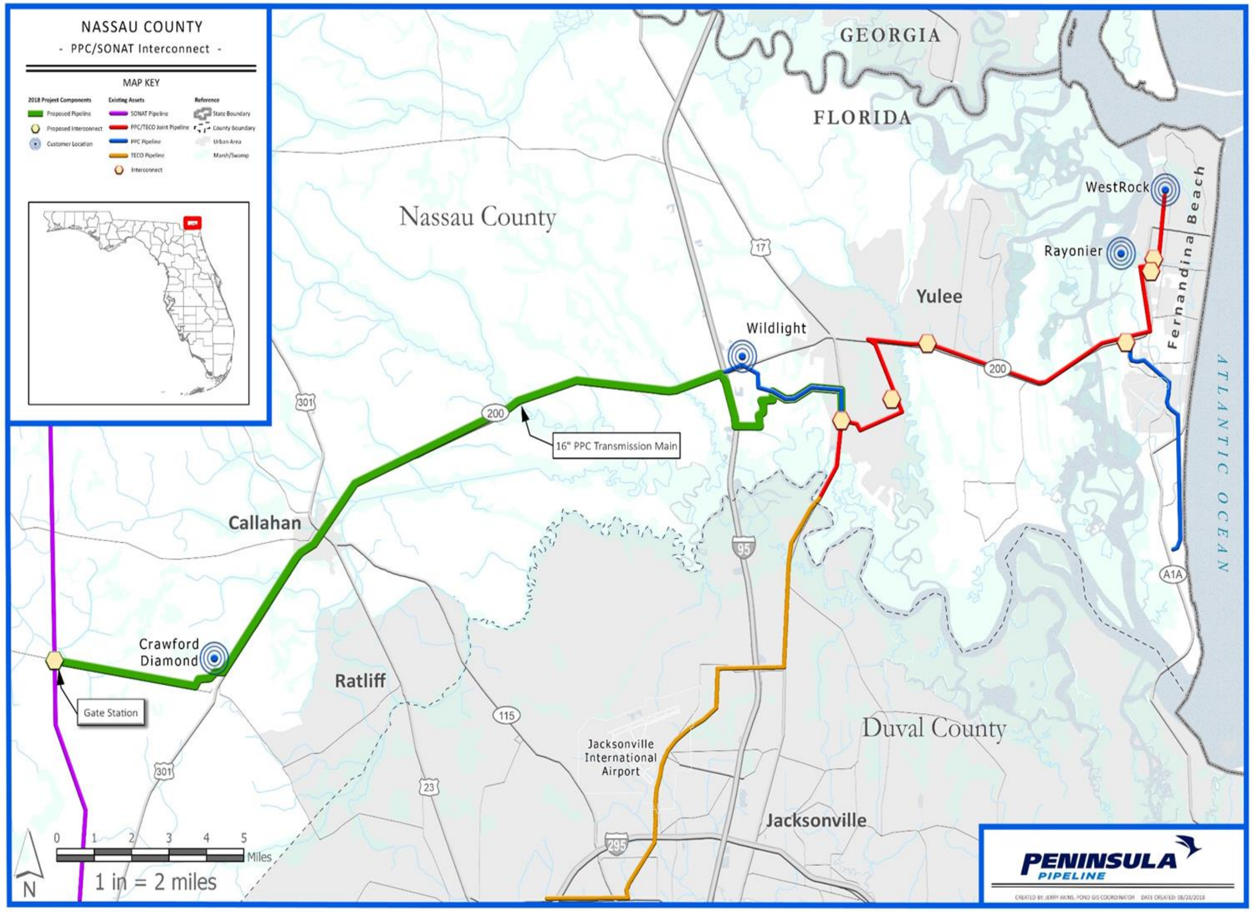
Callahan Pipeline

Nassau County, Florida



Peninsula Pipeline announced in May 2019 plans to construct a jointly owned 26 mile pipeline serving Nassau and Duval counties in Florida; Project will be jointly owned and built with Seacoast Gas Transmission (affiliate of Emera)

- Estimated Project Cost: $ 32.5 Million*
- Estimated In Service Date: Third Quarter of 2020
- Estimated Annual Gross Margin:
  - 2020 - $ 3.2 million
  - 2021 forward - $ 6.0 million
- 15 Miles of pipe constructed already and project is on schedule

**Total project cost is estimated at $65 million*

– Chesapeake and Seacoast will fund 50% each.

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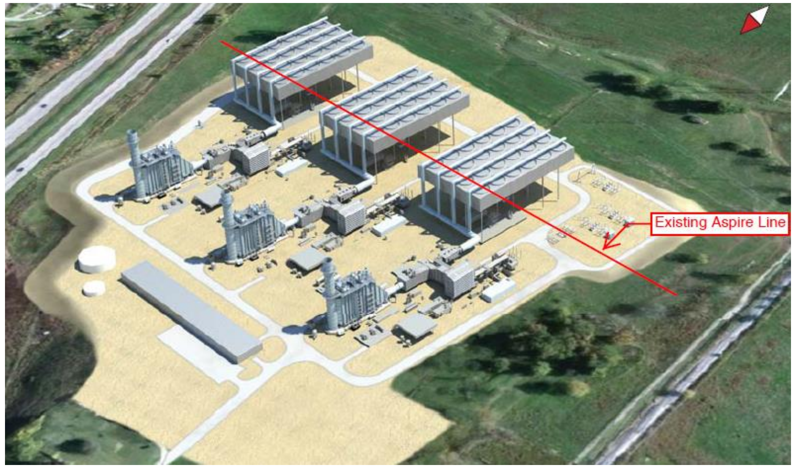
Guernsey Power Station

New Aspire Energy Expansion in Ohio

- In December 2017, Aspire executed a binding precedent agreement with Guernsey Power Station, LLC (GPS) providing for the relocation of an existing 6” steel Aspire pipeline (completed March 2018). Aspire received the exclusive rights to provide natural gas transportation services for a ten year (300,000 Dths per day for a proposed 1,650 MW power plant).
- GPS obtained financing in Q3 2019; Aspire now beginning design and construction of interconnect facilities between the Tallgrass Energy Partners Rockies Express Pipeline (REX) and GPS.
- GPS is expected to be in service by late 2021.



Capital Expenditures	$5.5MM
Margin	$1.4MM

Commitment to Sustainability and ESG

Combination of
Strategic Focus, Engaged Employees and Innovation

- **Corporate Governance** is the foundation of our processes and decision making
  - Honored as "*2018 Best North American Utility for Corporate Governance*".

- **Employee-Centric company focused on sustaining our aspiring and caring culture**.
  - Eight years in row being recognized as a *Top Workplace*

- **Connecting with our Customers and Communities**
  - Chesapeake Utilities recognizes that customers expect safe, efficient and reliable service , as well as providing enhanced business connection options, more convenience and modern solutions.
  - In 2018 Chesapeake employees volunteered over 3,900 hours making personal connections and having a significant impact where we live, work and serve

Chesapeake Utilities Corporation
Committed to Superior Performance

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

Executing on Our Strategy:

- Seek new development projects to serve new customers, provide new services and expand into new service areas.
- Investing 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.
- Investing in propane opportunities to access new markets with significant growth potential.
- Pursuing new platforms for growth given our Marlin investment (CNG, LNG, RNG)
- Engagement strategies with employees to continually build our strategic infrastructure for sustainable growth.
    - Investing in our talent with targeted development plans and training
    - Engaging with communities where we work and live
    - Pursue brand excellence through safety awards, top workplace, employee engagement and community service

Any Questions?

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Thank You!

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