CHESAPEAKE UTILITIES CORPORATION

INVESTOR DAY

Amelia Island, FL

August 11, 2016

TOGETHER WE ASPIRE, TOGETHER WE GROW.

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 2015 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: 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. Other companies may calculate gross margin in a different manner.

Opening Remarks

TOP WORK PLACES

CHESAPEAKE UTILITIES CORPORATION

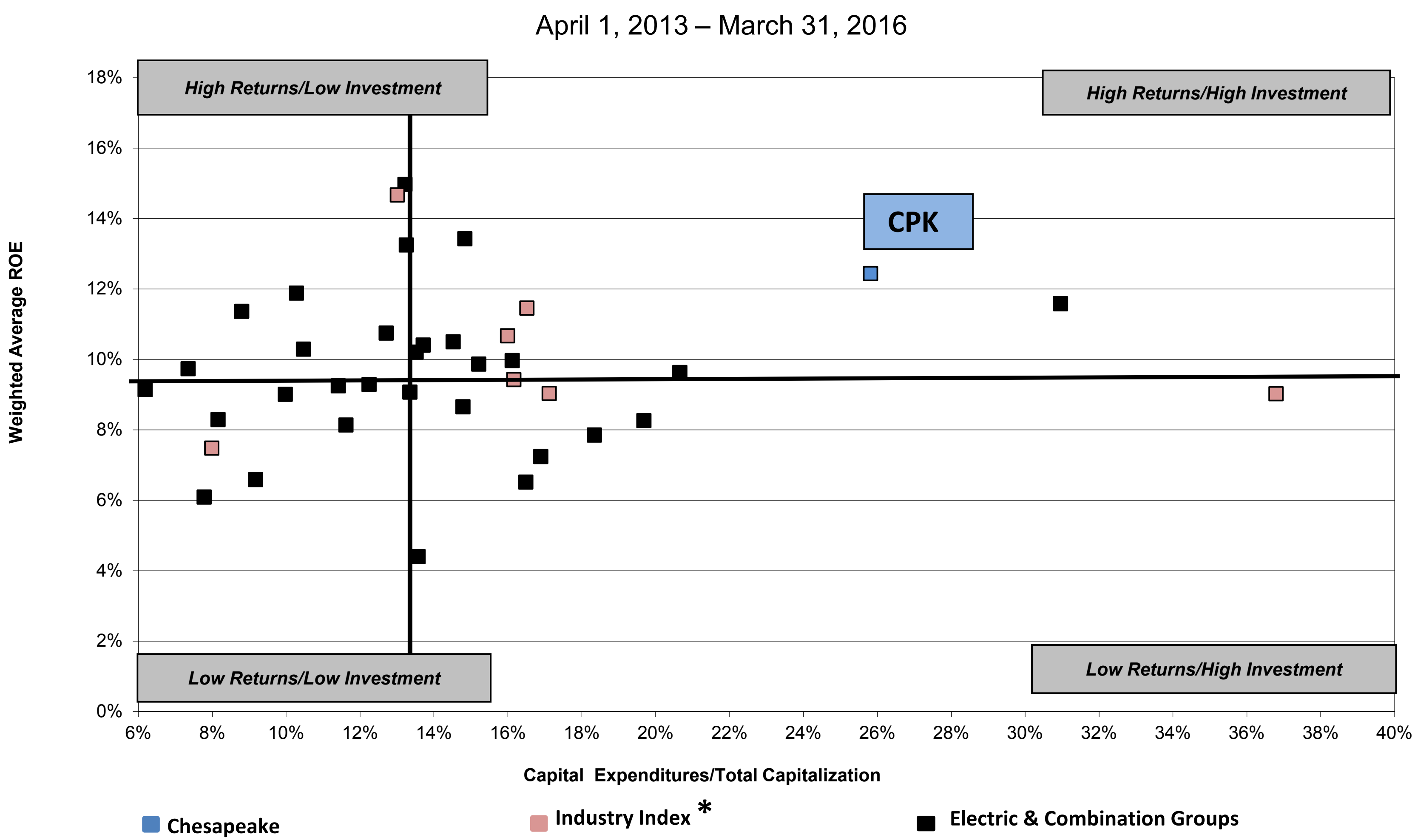
Investor Day Presentation

Discussion Areas

Company Overview	**Mike McMasters** President and CEO
Strategic Overview - Strategic Planning - Strategic Business Development	**Elaine Bittner** Senior Vice President of Strategic Development
Delmarva Regulated Operations - Eastern Shore Natural Gas - Chesapeake Utilities - Sandpiper Energy	**Steve Thompson** Senior Vice President of Chesapeake; President and COO of ESNG and Sandpiper Energy
Aspire Energy and Sharp Energy	**Elaine Bittner** President and COO of Aspire Energy and COO of Sharp Energy
Florida Operations - Florida Public Utilities - Flo-Gas - Peninsula Pipeline - Eight Flags Energy	**Jeff Householder** President of Florida Public Utilities, Flo-Gas, Peninsula Pipeline Company and Eight Flags Energy
Financial Overview	**Beth Cooper** Senior Vice President and CFO
Closing	**Mike McMasters**

Performance Quadrant

Peer ROE vs. Capital Expenditures



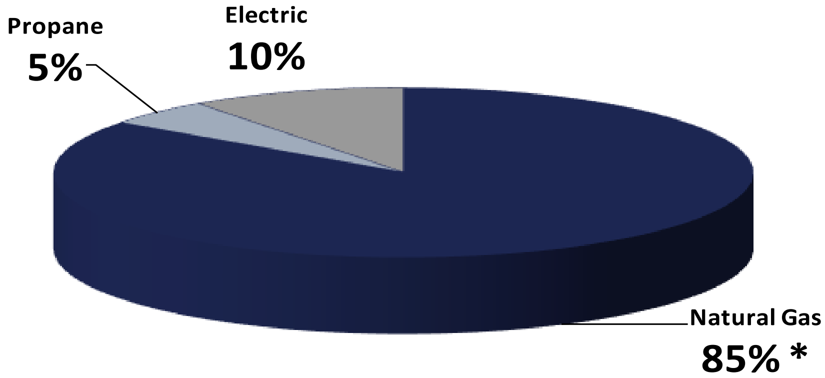
* *Includes companies previously a part of the Edward Jones Natural Gas Distribution peer group.*

Source: Bloomberg

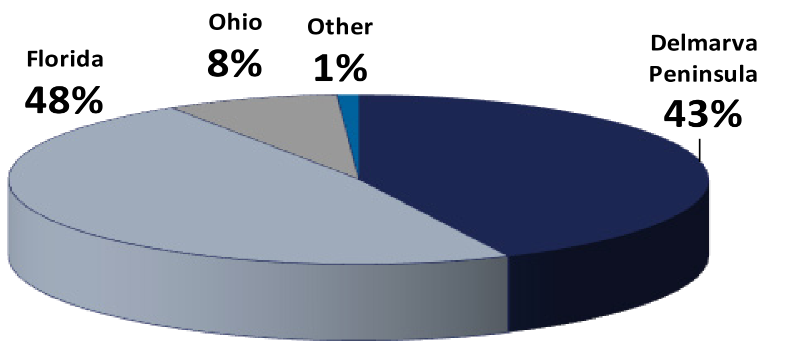
Business Mix

Average Investment for the 13 months ended June 30, 2016

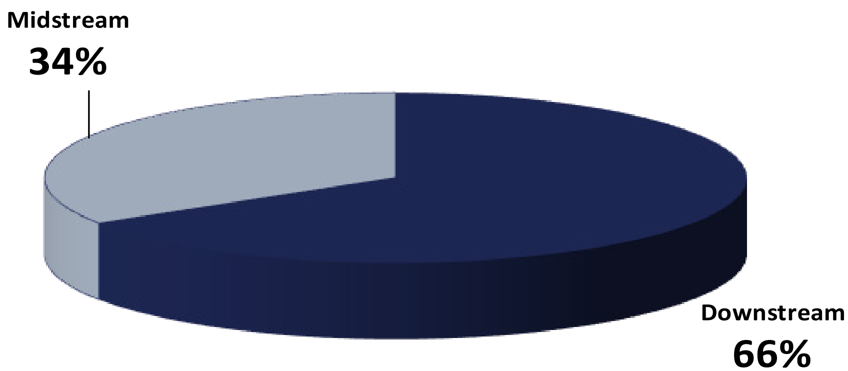
By Energy Served



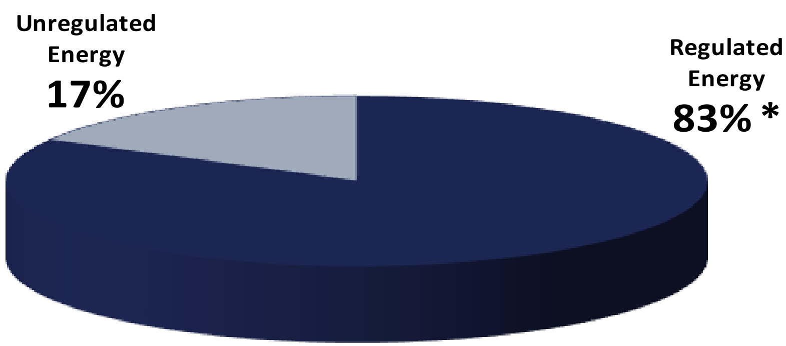
By Region



By Value Chain



By Segment

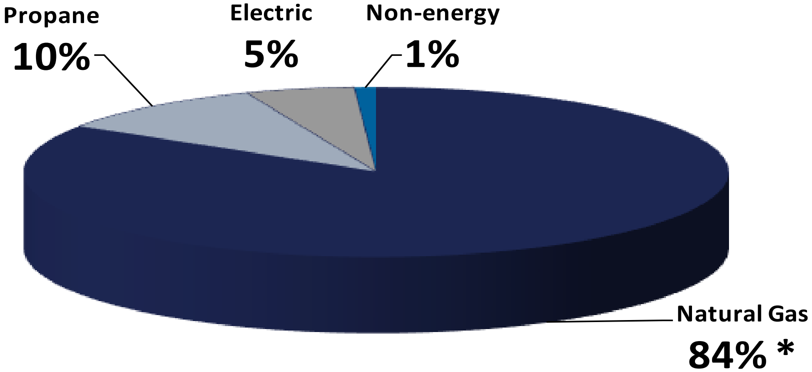


* Aspire Energy of Ohio Natural Gas Operations are Unregulated

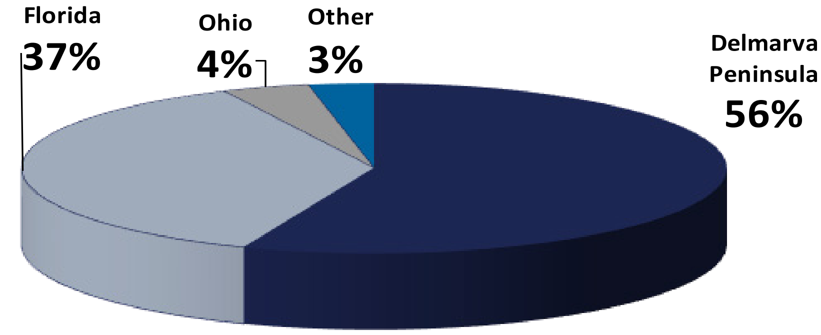
Business Mix

Operating Income Contribution for the 12 months ended June 30, 2016

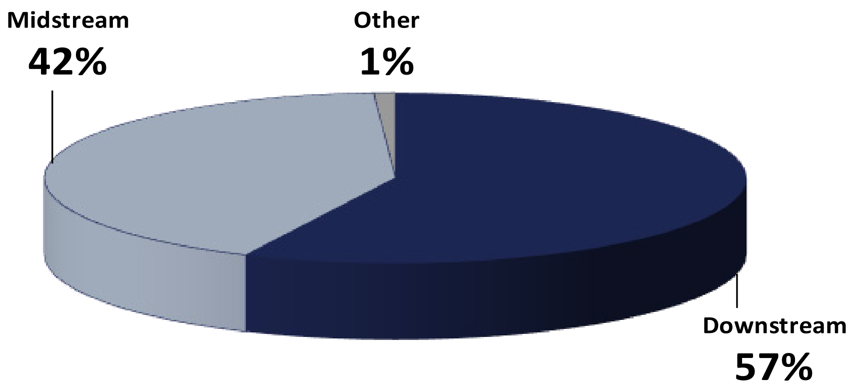
By Energy Served



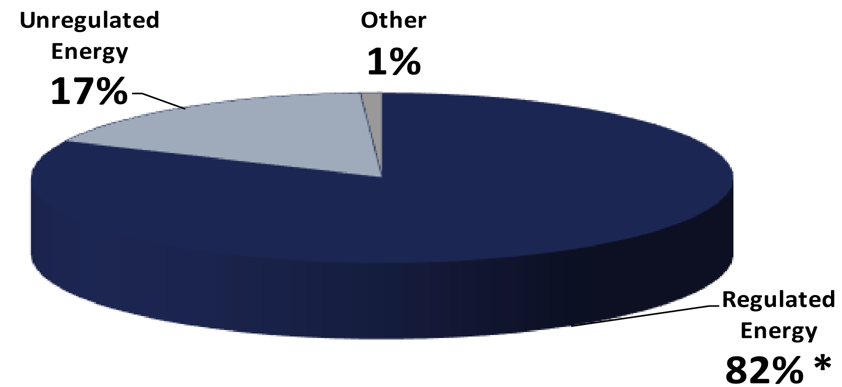
By Region



By Value Chain



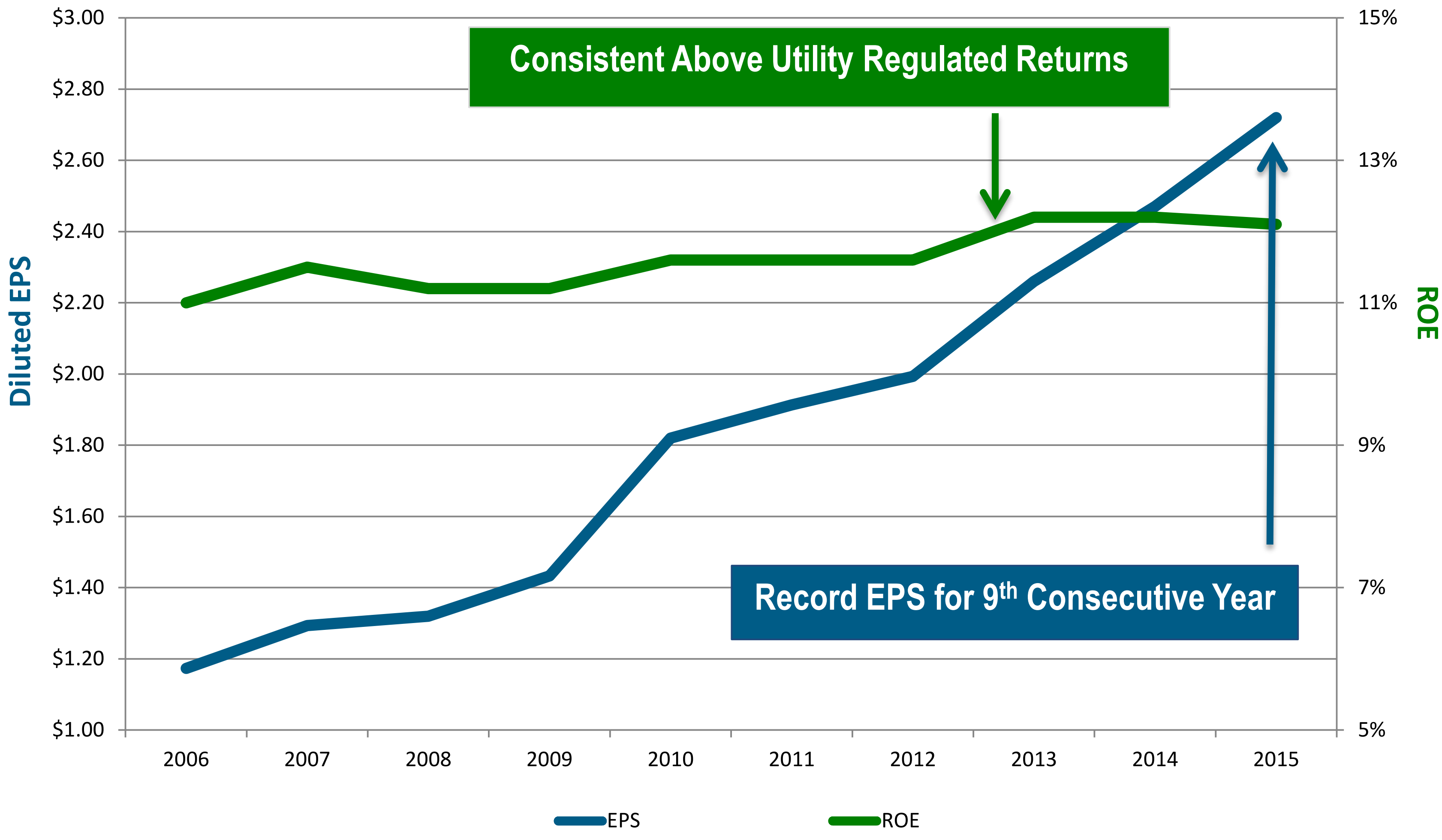
By Segment



* Aspire Energy of Ohio Natural Gas Operations are Unregulated

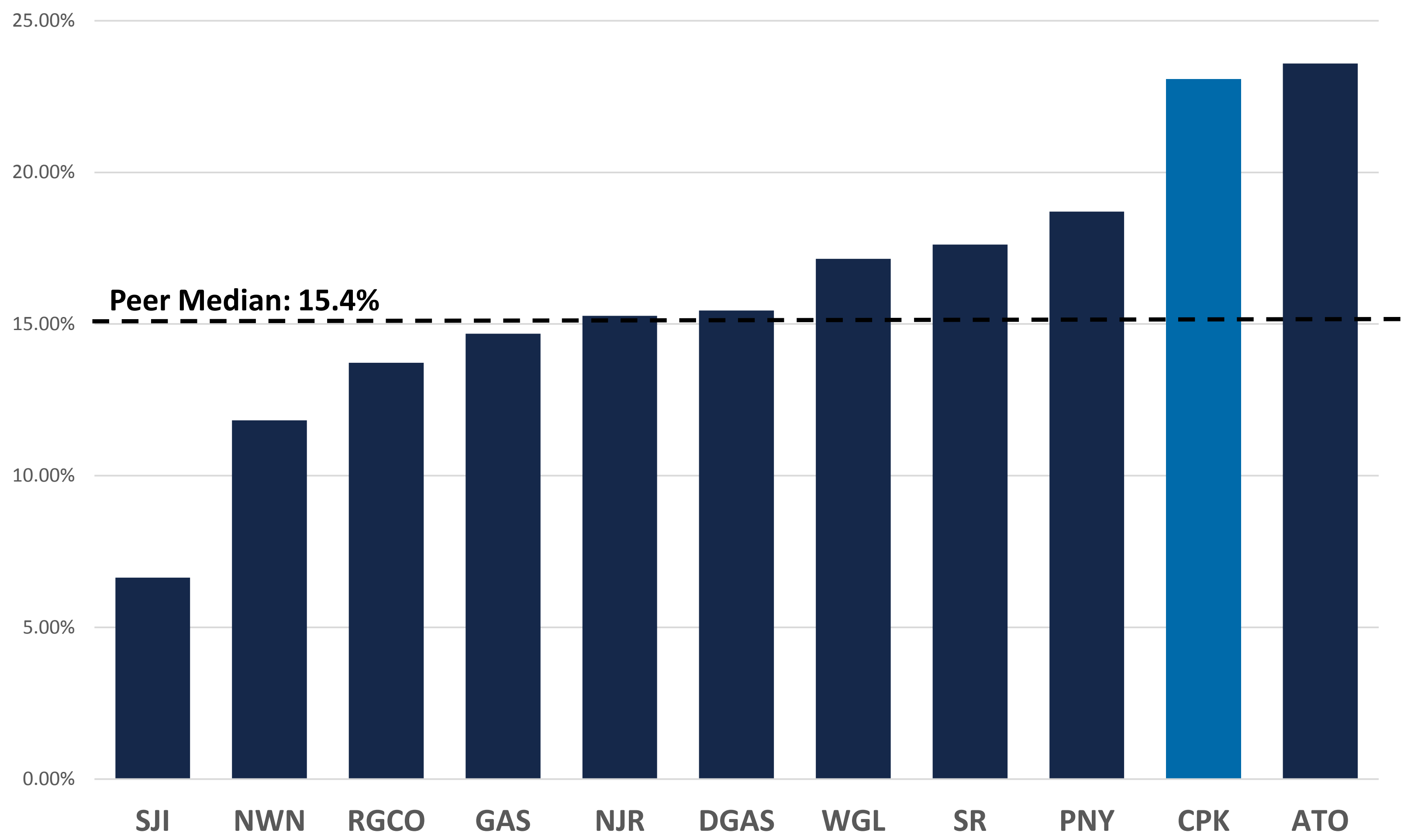
Generating Record Results

EPS and Return on Equity



Total Shareholder Return

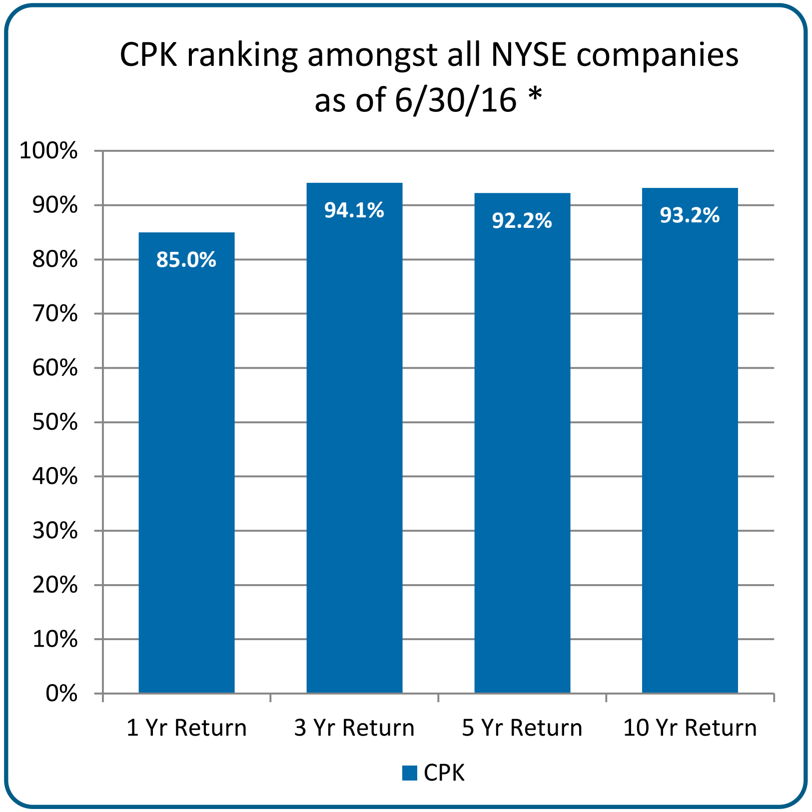
For 5 years ending 6/30/16

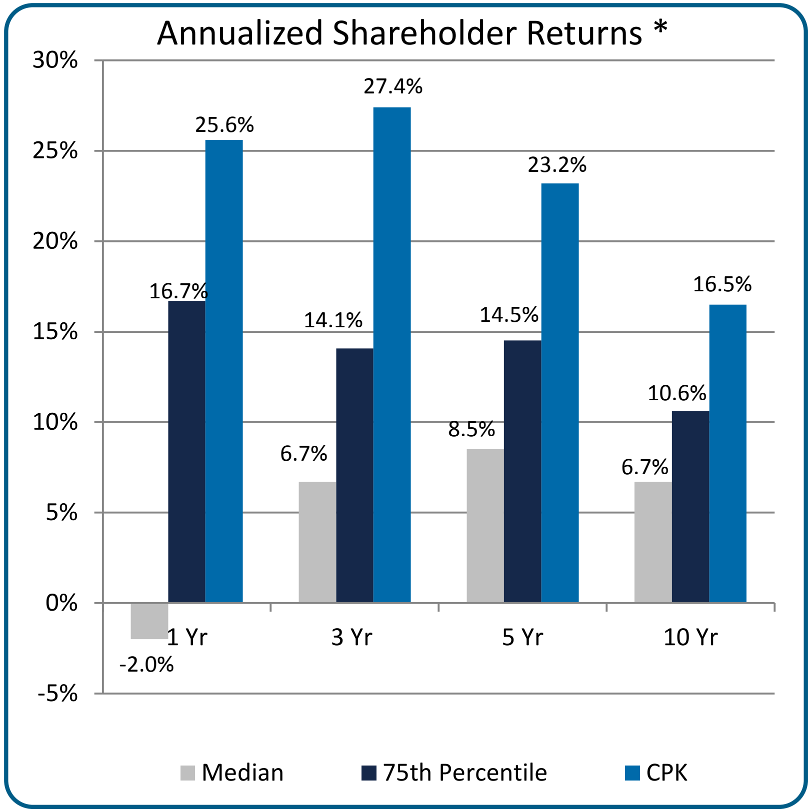


CHESAPEAKE UTILITIES CORPORATION

Shareholder Return –
Comparison to Broader Market – NYSE Companies

Chesapeake's Total Shareholder Return is in the top quartile when compared to all companies listed on the New York Stock Exchange.





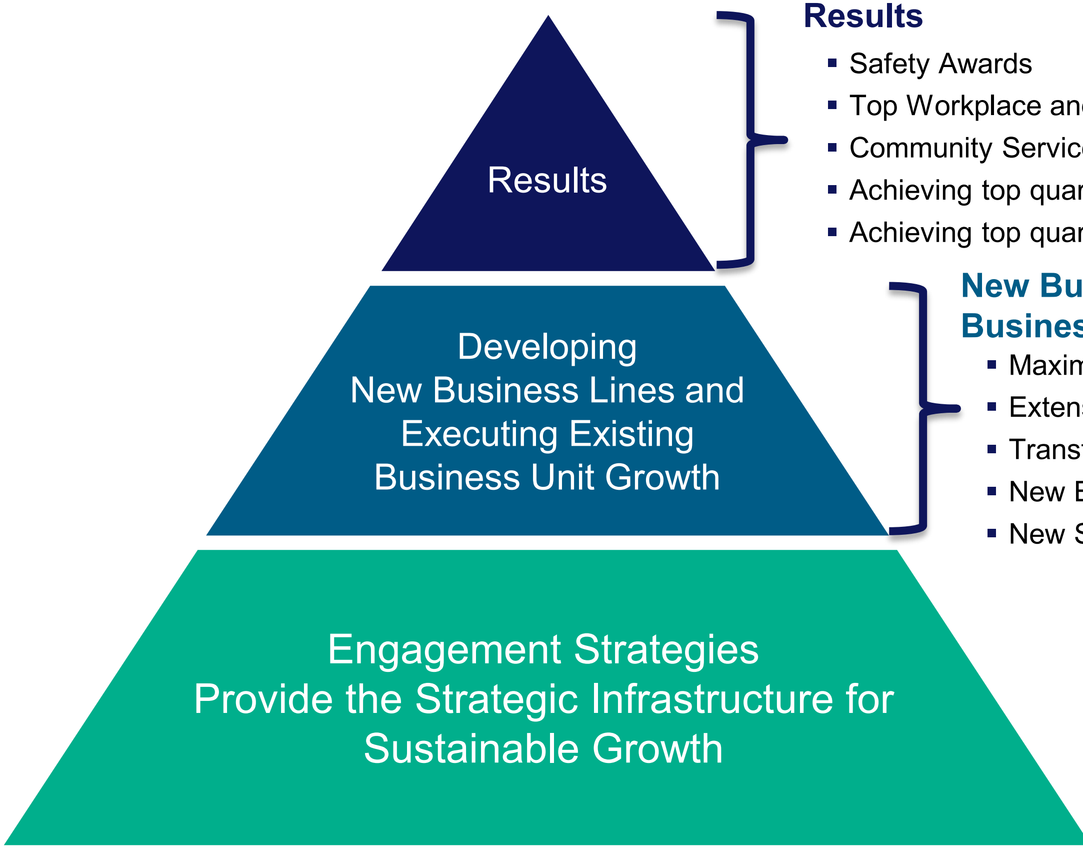
** Source: BB&T Capital Markets*

Strategic Overview

TOP WORK PLACES

CHESAPEAKE UTILITIES CORPORATION

Strategic Platform for Sustainable Growth



Results

- Safety Awards
- Top Workplace and Top Leadership Awards
- Community Service Awards
- Achieving top quartile growth in earnings
- Achieving top quartile Total Shareholder Return

New Business Lines and Existing Business Unit Growth

- Maximizing Organic Growth
- Extensions into New Territories
- Transforming Opportunities into Growth
- New Business Creation
- New Services in footprint

Engagement Strategies

- Engaged Employees
- Brand Strategy
- Engaging Customers
- Engaging with Communities
- Strategic Thinking

Our strategy continues to produce financial performance with strong growth in earnings, capital investments and return on equity. We are making investments in the strategic infrastructure needed to develop and execute sustainable long-term growth strategies and are committed to continue to invest at returns on capital that will drive shareholder value.

Engagement Strategies

Investing in our brand, employees, customers, communities and governments

Leadership & Strengthening Our Brand

Reinforcing our foundation for growth by strengthening our internal and external brand through employee and community engagement. Creating a corporate voice – ensuring all interactions with our employees and family of companies reflects our shared brand DNA and brand values.

Engaged Employees

Empower and engage our employees as one Company, working in unison toward common goals and linking our people with the brand and overall strategies of our Company.

Engagement Strategies

Investing in our brand, employees, customers, communities, and governments.

Engaging Our Communities & Governments

Engage and connect with our communities and governments, demonstrating community leadership and corporate social responsibility.

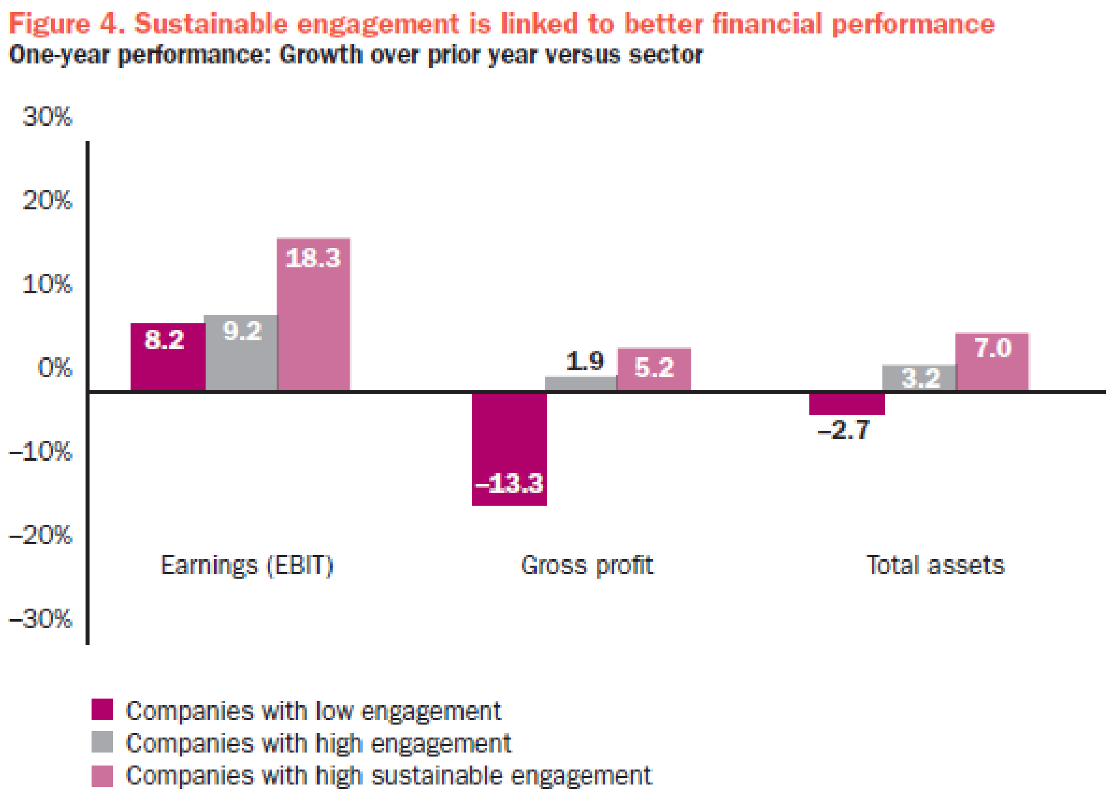
Connecting with Our Customers

Connecting with our customers by understanding the changing expectations, competitive pressures, regulatory levers and technological innovation affecting customer needs and transforming our customer relationship from Rate Payer to Energy Partner– delivering excellent customer care.

Why is Engagement Important?

Gallup studies report that when companies increase their number of talented managers and double the rate of engaged employees, they achieve, on average, 147 percent higher earnings per share than their competition. With the right employee engagement approach, companies can see improvements in: (Gallup, 2016)

- **Profitability**
- **Productivity**
- **Retention**
- **Safety**
- **Quality**
- **Customer Ratings**



Source: Towers Watson. Perspectives. "The Power of Three. Taking Engagement to New Heights."

Success of Our Engagement Strategies

Living Our Brand in Our Communities

- The *Delaware News Journal* named Chesapeake a Top Workplace for the fourth consecutive year in 2015. The employee workplace survey reflects the quality of our efforts in the communities we serve and the quality of our employees.
- Our community engagement and the resulting contributions have been widely recognized. Some key awards include:
  - **2015 Jefferson Award for Outstanding Service by a Major Company**
  - **2015 Excellence in Business Award for Corporation of the Year** – awarded by the Central Delaware Chamber of Commerce.
  - **2015 Corporate Donor of the Year** – awarded by the Food Bank of Delaware.
  - **2015 Tourism Partner of the Year** – awarded by the Kent County Tourism Office.
  - **2015 American Heart Association Legacy Sponsor Award** –. Recognized as a Legacy Sponsor of the Southern Delaware Go Red for Women® Event for the second consecutive year by the American Heart Association.
  - **2015 United Way Awards**
- Chesapeake Utilities Corporation Annual Report honored with:
  - **Bronze Annual Report Competition (ARC) Award** for Traditional Annual Report: Electric and Gas Services
  - **Bronze ARC Award** for Cover Photo/Design: Electric Gas and Services
- 2015 American Gas Association Safety Awards
  - Eastern Shore Natural Gas for **Excellence in Fleet Safety**
  - Florida Public Utilities for **Excellence in Employee Safety**
- Chesapeake Cares Mentoring Program
  - Recognized for excellence in supporting mentoring in Delaware at the annual Connecting Generations mentor summit.

TOP WORK PLACES 2012

TOP WORK PLACES 2013

TOP WORK PLACES 2014

TOP WORK PLACES 2015

Our Strategic Thinking & Strategic Planning Process

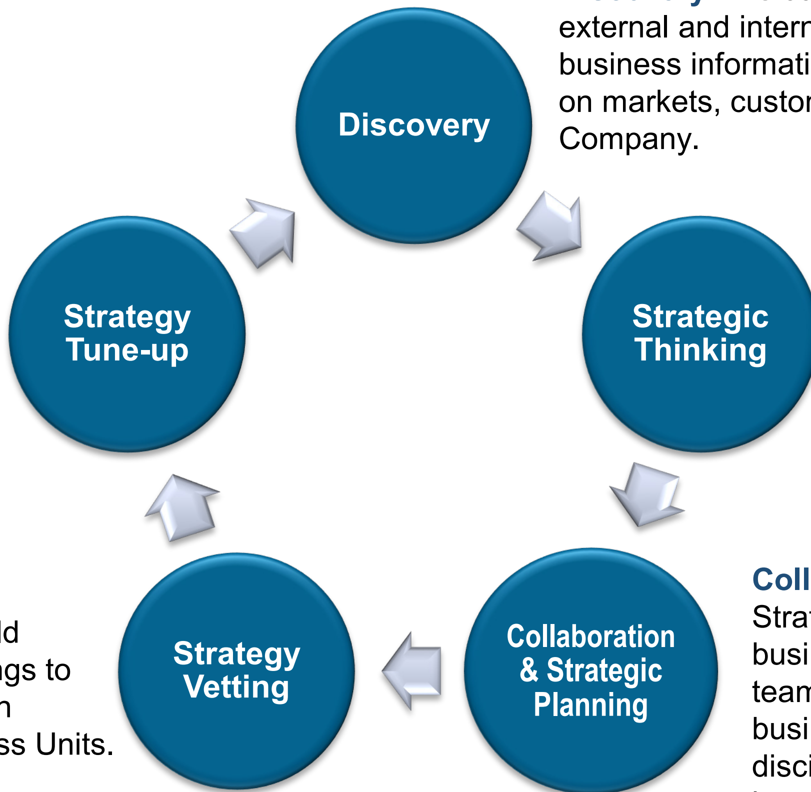
Discovery: We collect information from external and internal sources and utilize new business information, data and intelligence on markets, customers, competitors and the Company.

Strategic Thinking: We conduct workshops and meetings using strategic thinking tools to continue to generate new insights and enhance strategic thinking throughout the Company.

Collaboration & Strategic Planning: Strategic thinking, Growth Council and business development meetings bring teams together to discuss new business opportunities and create a disciplined process for evaluating new investment opportunities.

Strategy Vetting: We hold Strategic Planning meetings to promote collaboration with Management and Business Units.

Strategy Tune-Up: We review the plan and make updates that keep the plan relevant and current.

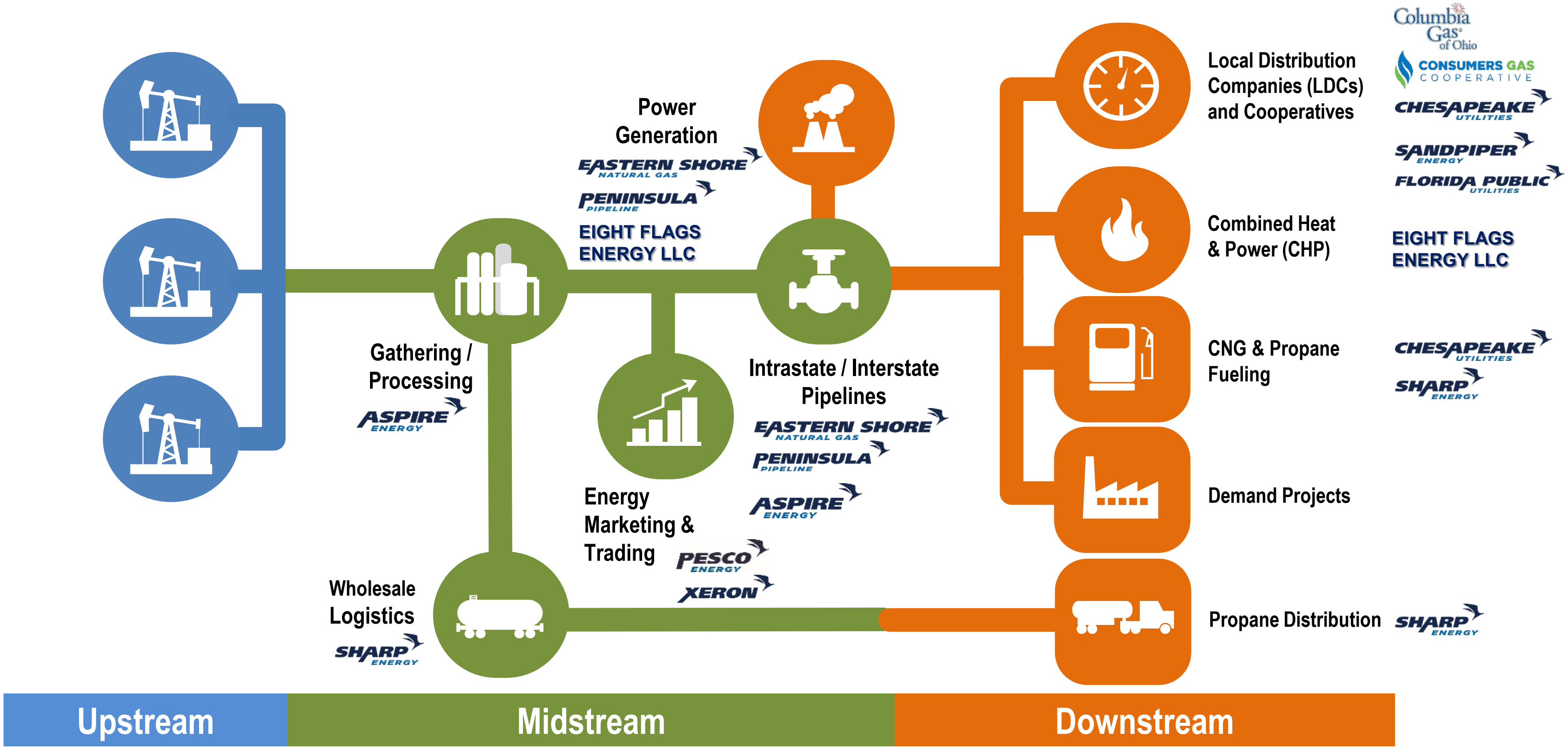


CPK – A Full Service Energy Provider

- Our goal is to continue to develop creative solutions to serve the customers' needs through the diversified energy mix of the Company
- Collaboration across the Company is an important part of our customer centric model
- Building on our long-standing customer relationships and track record of serving our customers is critical
- Creating opportunities across the value chain
- Understand and identify customers' needs and develop customer centric solutions across business units to maximize value to the customer

Growth Across the Energy Value Chain

Expanding CPK Geography and Services



CPK continues to develop growth opportunities across the value chain, with emphasis on midstream and downstream investments that are consistent with our long-term growth strategy and are accretive to earnings per share

Growing our Footprint and Services

Maximizing Value Across the Energy Chain

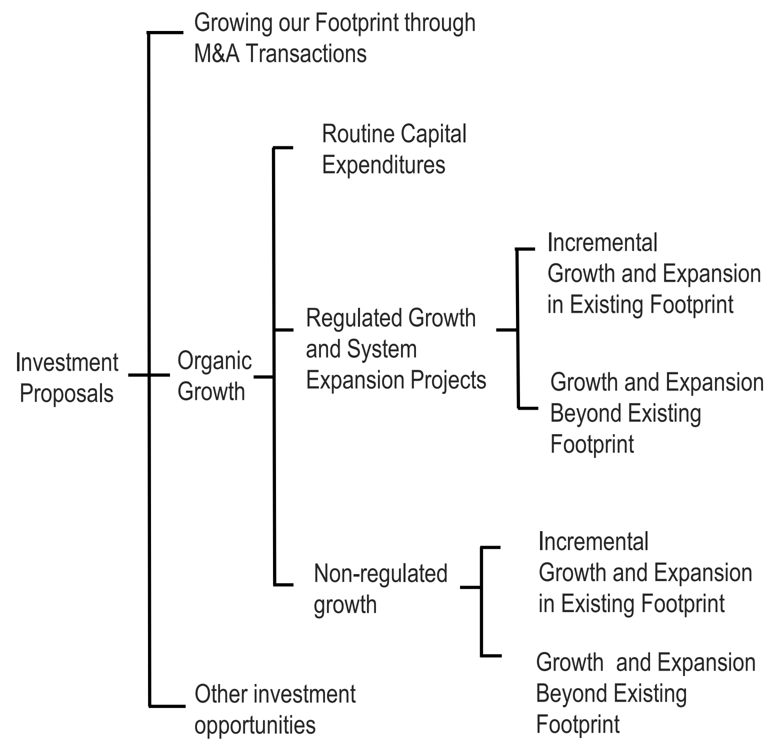
Strategic Growth Initiatives to Expand CPK's Footprint and Services Leveraging our Capabilities to Maximize Value Across the Energy Value Chain
Differentiate CPK as a full-service energy supplier/partner/provider through a customer-centric model ▪ Expand CPK footprint into potential growth markets by differentiating CPK as service provider of energy (natural gas, propane, CHP and energy services) ▪ Differentiate CPK as an energy service provider offering customers end-to-end solutions across the energy value chain from gathering and processing, supply, asset management, transportation and end-user delivery.
Build on existing midstream capabilities and pursue additional midstream assets ▪ Pursue midstream systems (gathering and pipelines) in Marcellus and Utica plays that provide access to major interstate pipelines, transportation to new downstream markets and end users ▪ Optimize existing assets to provide additional asset management services in new and existing markets ▪ Increased focus on building or acquiring pipelines to serve high growth gas-fired power generation market ▪ Develop new pipeline projects that link local supply to increasing market demand ▪ Build, own and operate pipelines to serve downstream markets ▪ Inter/intra-state pipelines that serve LDCs, power plants and demand centers
Expand footprint into potential growth markets through acquisitions ▪ Increase natural gas and propane footprint through economic LDC and retail propane acquisitions that have strategic fit with existing businesses and long-term strategy

Process to Oversee Growth Opportunities from Concept to Investment

We continue to identify and develop growth opportunities inside and outside our existing footprint. As part of that process, our Growth Council oversees the evaluation and development of strategic growth projects within the Company.

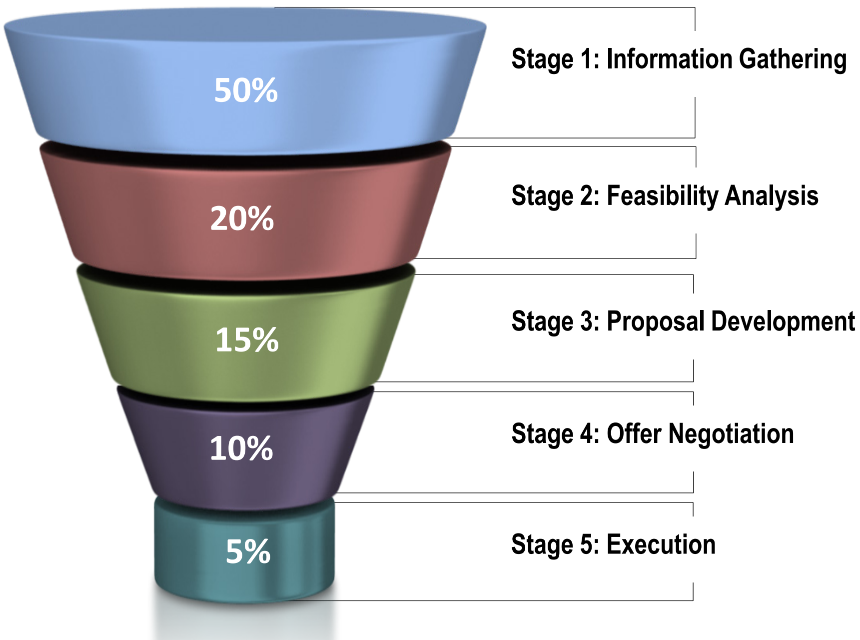
The Growth Council is the organizational entity that:

- Serves as the "clearinghouse" for major regulated build-out projects and all capital investments being proposed as non-regulated growth opportunities
- Ensures that proposals within Growth Council Scope are evaluated and scored on a sound and consistent basis
- Composition of Growth Council includes representation from strategic development, finance, legal and business units
- Manage projects in incubation
  - ✓ Form the initial team
  - ✓ Bring in external resources as needed
  - ✓ Conduct periodic reviews of progress
  - ✓ Make timely decisions on continuing or discontinuing projects



Expanding CPK Footprint and Services

Strategic Development Growth Opportunities



We continue our relentless efforts to drive growth by focusing on long-term, sustainable growth opportunities.

- The Strategic Business Development funnel has strong strategic alignment with:
  - Development of new pipeline infrastructure projects that provide services and delivery to downstream markets and end users
  - Expansion of downstream infrastructure to provide services and delivery to end-use customers
  - Expansion of existing footprint through acquisitions

Growth Strategy

Growing Footprint

- Expansion of natural gas and propane business to unserved and underserved territories
- Conversion opportunities
- Growing footprint through Start-ups
- Growing footprint through acquisitions

Growing Our Services

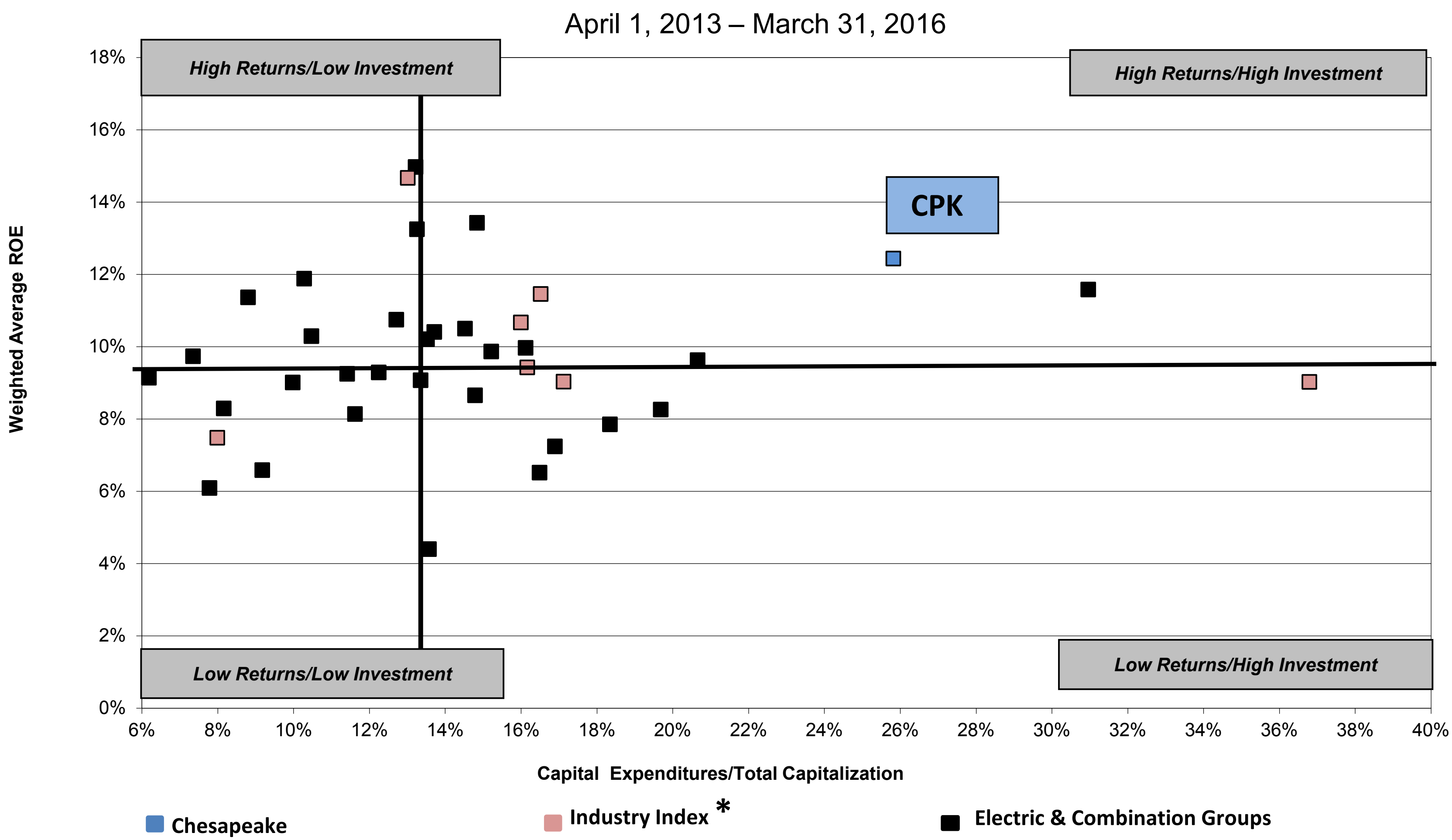
- Development of Combined Heat & Power projects
- Development of pipeline projects to serve electric power generation
- New pipeline service offering – example: OPT≤90
- Propane as a vehicular fueling alternative
- Development of pipeline projects that provide access to new sources of supply (TETCO lateral)
- Natural gas gathering

Optimize Existing and New Growth in Midstream and Downstream

- Gathering systems
- Natural Gas Transmission
- Natural Gas Distribution
- Natural Gas Marketing and Asset and Risk Management
- Natural Gas Trading
- Electric Generation and Distribution
- Propane Supply and Distribution

Performance Quadrant

Peer ROE vs. Capital Expenditures



* *Includes companies previously a part of the Edward Jones Natural Gas Distribution peer group.*

Source: Bloomberg

Eastern Shore Natural Gas Business Unit Overview

EASTERN SHORE NATURAL GAS

TOP WORK PLACES

ESNG Overview

Interstate Natural Gas Transmission Pipeline

- Operates under the jurisdiction of the Federal Energy Regulatory Commission (FERC)
- Currently inter-connected with 3 upstream pipelines at 4 interconnect points
- Serves a mix of Local Distribution Companies, Industrials and Electric Power Generation customers
- Recognized by the American Gas Association for 9 years since 2003 for an outstanding safety record
- Led by executive leaders Steve Thompson and Jeff Tietbohl with a combined 58 years of service
- 45 employees (12 managers / 33 non-managers)

Incorporated in Delaware in 1955

Initial construction consisted of 124 miles of pipe extending from Parkesburg, PA, through Delaware and ending in Salisbury, MD

Eastern Shore began delivery of natural gas in 1959

Numerous pipeline and compressor station projects have occurred during Eastern Shore's 57-year history and more are underway or in the planning phases

ESNG Overview

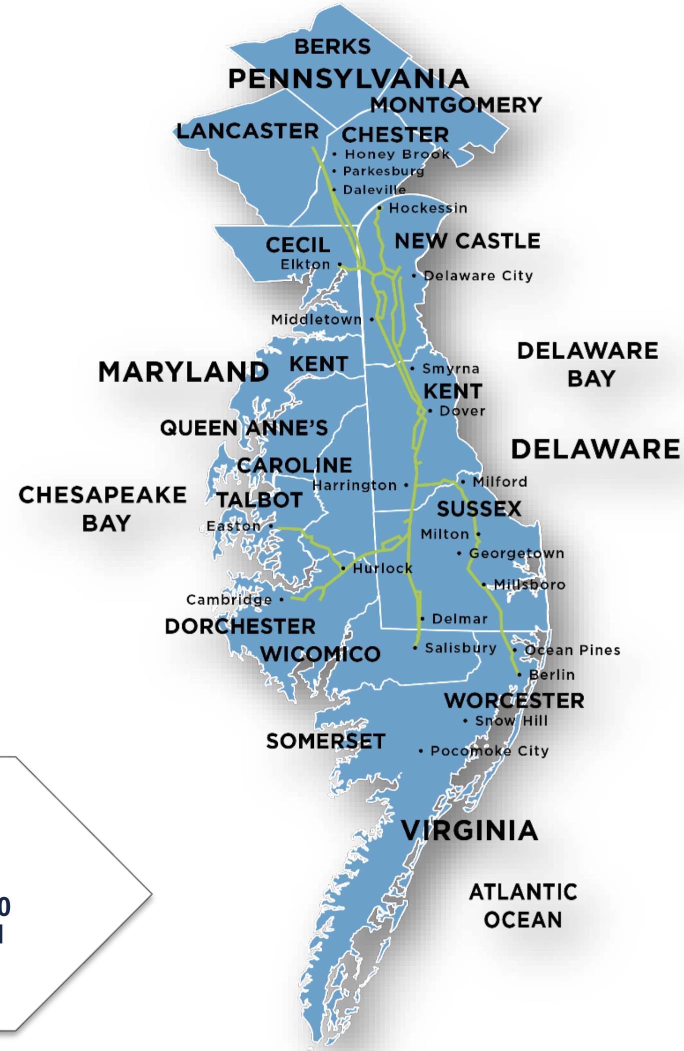
Transmission Pipeline Infrastructure

KEY FACTS	
Miles of Pipeline	442
Delivery Point Stations	96
Compression	12,420 hp at 3 sites
Daleville, PA	(2) 1,665 hp units; (2) 1,775 hp units
Delaware City, DE	(4) 1,085 hp units
Bridgeville, DE	(2) 600 hp units
Interconnects	4 Interconnects with 3 Upstream Pipelines
Honey Brook, PA	Texas Eastern Transmission
Parkesburg, PA & Hockessin, DE	Transcontinental Gas Pipeline Co.
Daleville, PA	Columbia Gas Transmission, LLC

Total FT System Capacity: 236,400 dekatherms

In addition, two projects received final approval from the FERC on July 21, 2016 that will add over 15 miles of new pipeline and 5,325 hp of compression.

A third project was recently pre-filed with the FERC for 2017 construction with approximately 50 miles of pipeline and 3,550 hp of compression.



Key Facts as of August 2016

ESNG Customer Profile

Eastern Shore currently serves a mix of Local Distribution Companies, Industrials and Electric Power Generation customers in southeastern PA, DE and the Eastern Shore of MD

Local Distribution Companies (LDC)

- Chesapeake Utilities – Delaware Division
- Chesapeake Utilities – Maryland Division
- Sandpiper Energy
- Delmarva Power and Light
- Easton Utilities (municipality)
- Elkton Gas
- PECO Energy

Electric Power Generation (EPG)

- City of Dover
- Delaware Municipal Electric Corporation
- NRG
- Calpine (Garrison Energy Center)

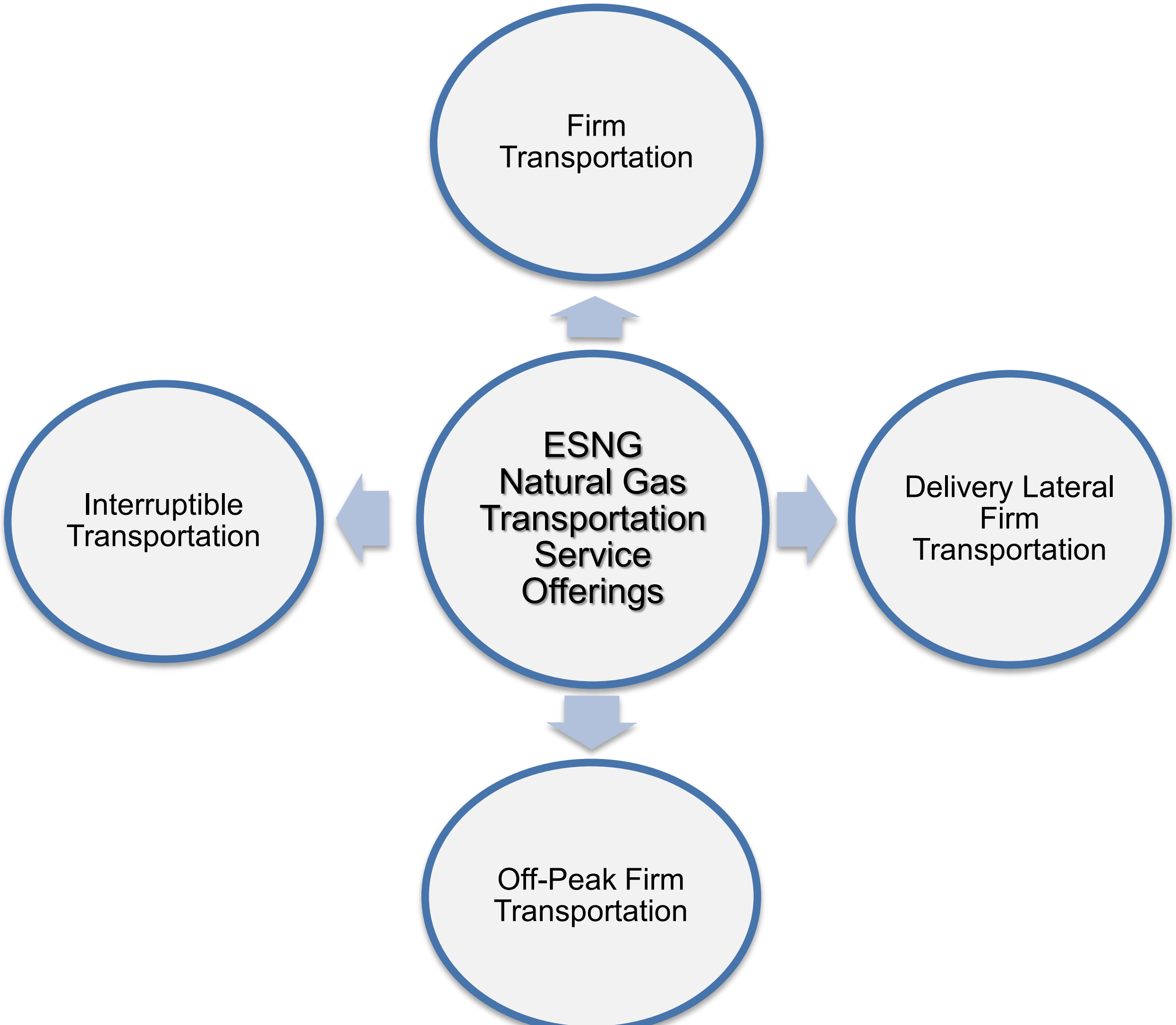
Industrials (IND) and Marketers

- Bilcare
- Delaware City Refinery
- Formosa
- Stine Lab

- PESCO Energy

ESNG Overview

Transportation Service Offerings



94% of ESNG's Gross Margin is generated from Firm Transportation Services

Annual Deliveries by Customer Class

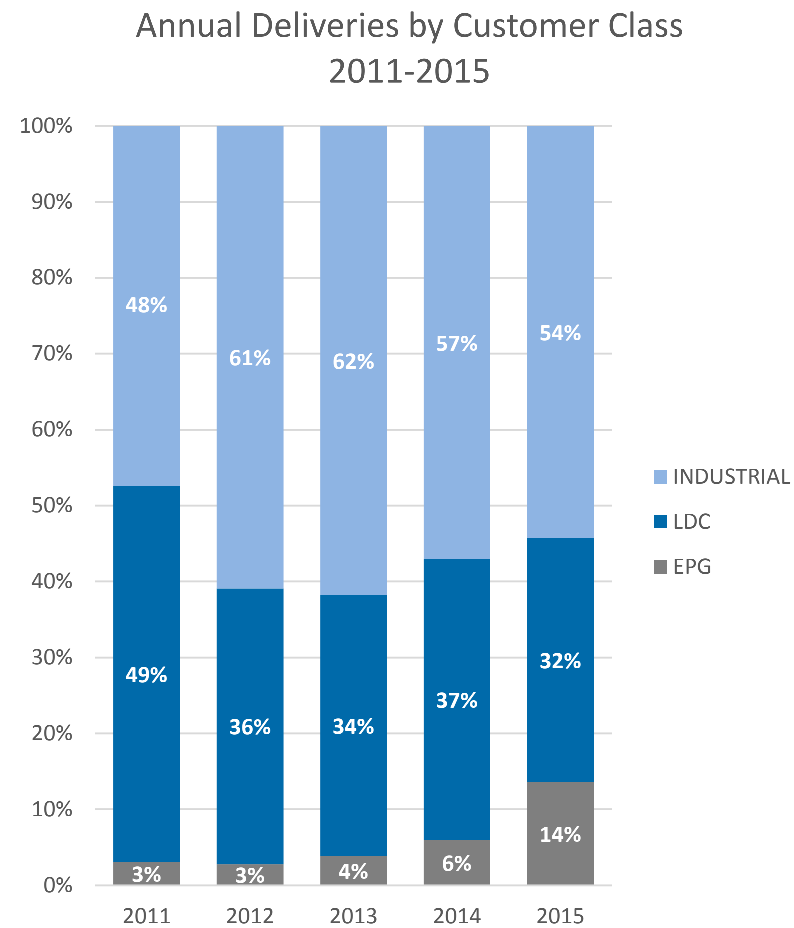
2011 – 2015

Since 2012, more than 50% of annual deliveries are to Industrial customers

Deliveries to Electric Power Generators have grown from 3% in 2011 to 14% in 2015

Dekatherms

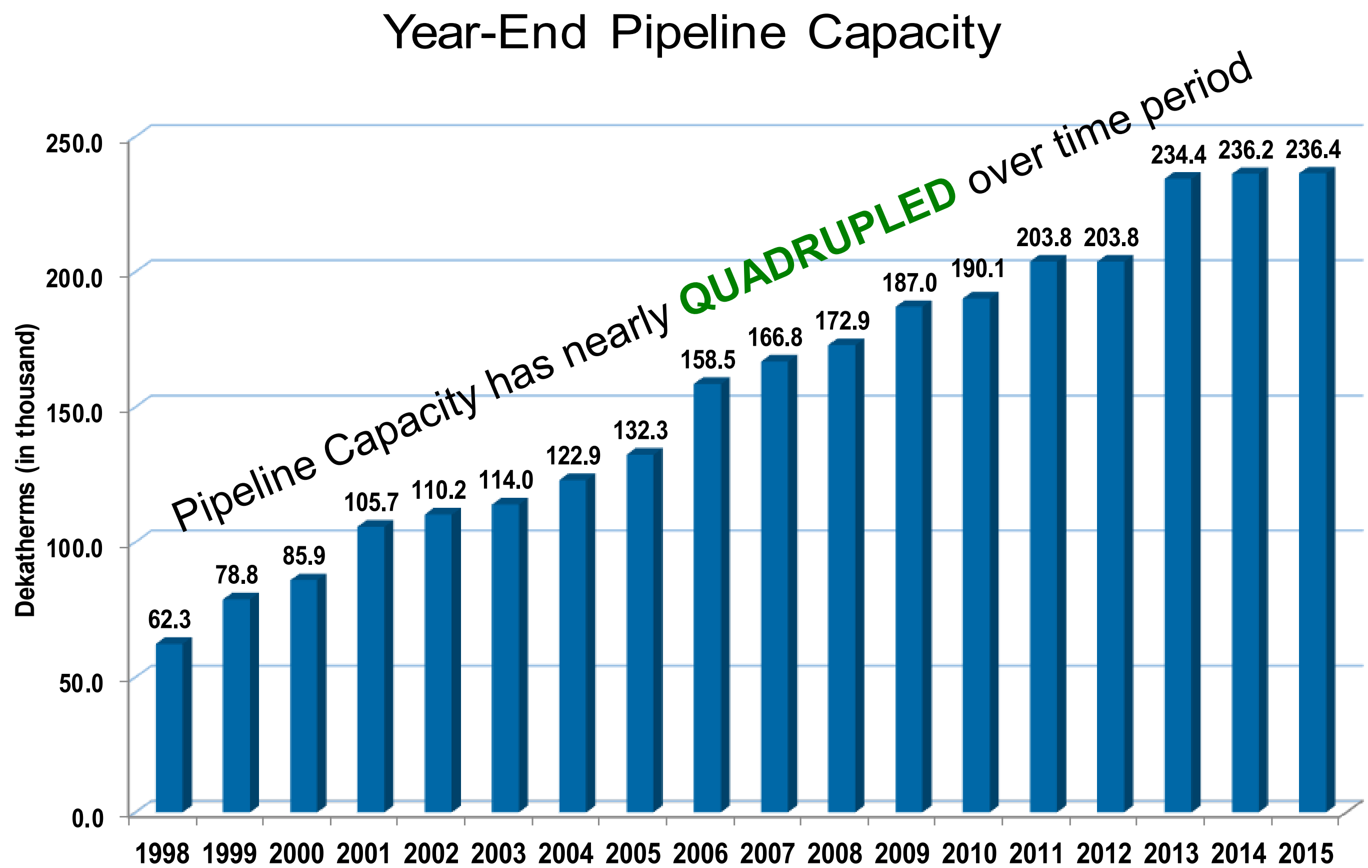
	2011	2012	2013	2014	2015
EPG	788,846	945,593	1,571,277	2,569,214	6,774,320
LDC	12,565,911	12,379,286	13,939,811	15,956,414	16,016,443
IND	12,059,425	20,764,259	25,061,884	24,591,774	27,042,636
Total	**25,414,182**	**34,089,138**	**40,572,972**	**43,117,402**	**49,833,399**



Market Profile

Natural Gas Growth

Natural Gas Availability on the Delmarva Peninsula

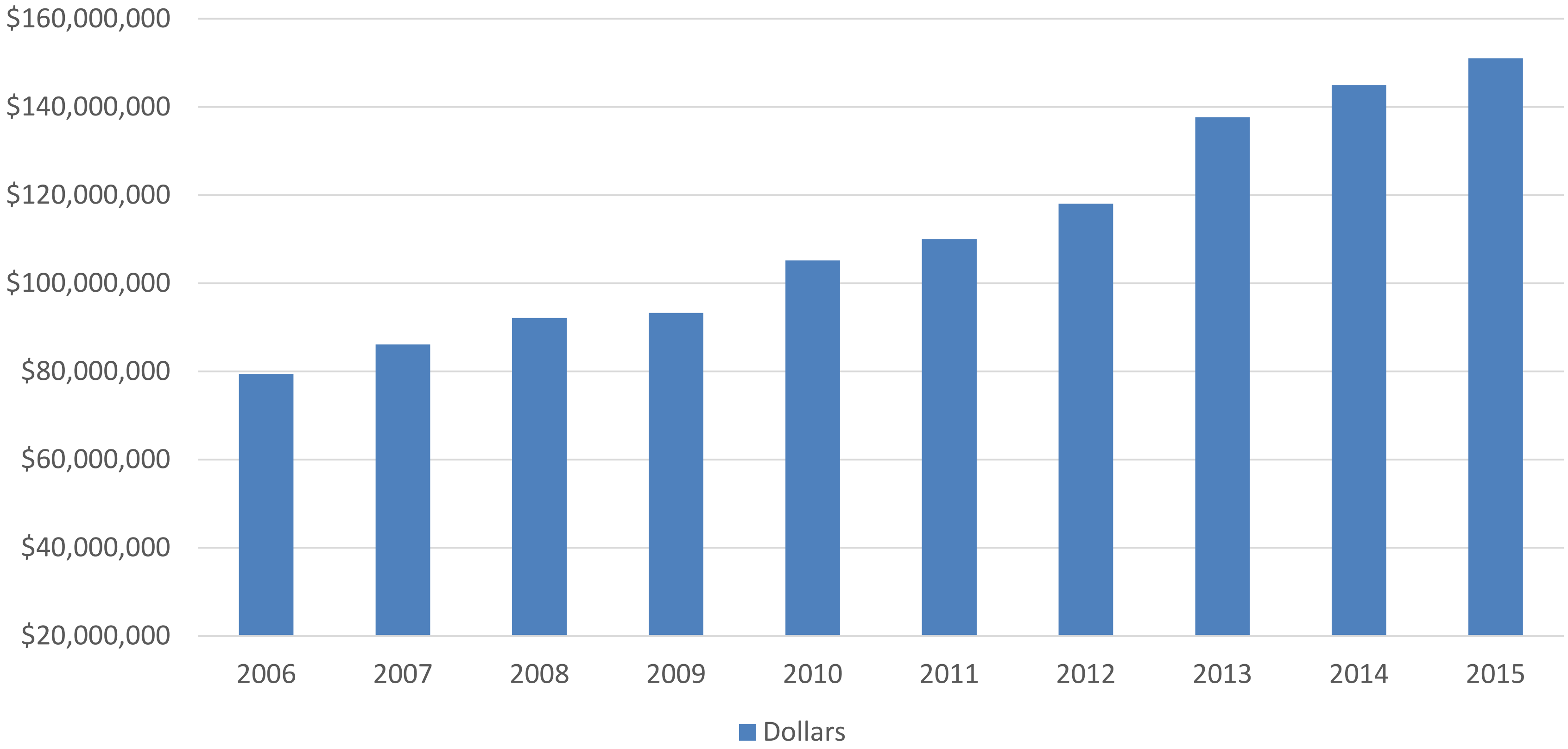


Since the pipeline went Open Access in 1997, ESNG has quadrupled pipeline capacity, adding over 180 miles of new pipeline facilities and extending service toward Lewes, DE, west to Cecil County, MD and south across the state of Delaware. Our service territories extend as far as the Eastern Shore towns of Cambridge, Easton, Salisbury and Berlin, MD.

Investment Growth

Based upon Average Investment as of December 31

- Total investment has increased by 90% over the last 10 years.
- Significant increases in 2010 and 2013 due to major expansion projects which include the TETCO Interconnection in the 2013 System Expansion and Daleville Compressor Station Upgrade.



Regulatory Snapshot

Commission Structure:	5 commissioners • Full-Time • Presidential Appointment
Regulatory Jurisdiction:	FERC
Base Rate Proceeding:	
Delay in collection of rates subsequent to filing application	Up to 180 days
Application date associated with the most recent permanent rates	12/30/2010
Effective date of permanent rates	7/29/2011
Rate increase (decrease) approved	$805,000
Pre-tax rate of return approved	13.90%

Regulatory

Rate Case

Upcoming Case - 2017

- Settlement from last rate case requires rate filing approximately five years from the date of settlement approval of ESNG's last rate case
- New rates will be proposed to be effective March 1, 2017

Expansion Projects

FERC Certificate for two projects received July 21, 2016

- Docket Nos. CP15-18-000/001 - White Oak Mainline Expansion Project
- Docket No. CP15-498-000 - System Reliability Project

Project in FERC's Pre-Filing Process

- Docket No. PF16-7-000 – 2017 Expansion Project

Tariff Revisions

Tariff changes effective August 1, 2016

- Allows right of first refusal to be applied to negotiated and/or discounted rate service agreements
- Allows reservation of unsubscribed capacity for use in future expansion projects
- Allows highest rate per dekatherm to be primary criteria for determination of "best bid" for awarding capacity

Changes to the existing tariff provisions as well as enhancements to ESNG's service offerings are routinely evaluated and updated as necessary to meet ESNG's strategic objectives and its customers' needs.

Current Strategic Initiatives

Key Projects

Project	Description	Capacity
Completed 1Q16: TETCO Capacity Expansion	Capacity expansion at the existing TETCO interconnect. Providing customers the option of additional TETCO supply and access to that supply under an accelerated time frame, in advance of the 2017 System Expansion.	Capacity increase at the TETCO interconnect of 53,000 dt/d
White Oak Mainline Expansion	Natural gas transportation services to Calpine's electric generating plant in Dover, DE, under a 20-year service agreement.	Capacity increase of 45,000 dt/d from May to October with allowable interruption period of up to 90 days from November to April
System Reliability	Additional facilities that ensure the quality of service and optimal system design and operation, benefiting all customers on ESNG's system.	No new capacity is being created; this project is strictly a reliability project
2017 Expansion	Capacity expansion of ESNG's existing pipeline to provide additional natural gas transportation services to several customers, ranging from local distribution companies to industrials to electric power generators.	Capacity increase of up to 86,437 dt/d

Executing Current Strategic Initiatives

White Oak Mainline – Overview

White Oak Mainline Project – Docket No. CP15-18-000/001	
Estimated Capital Cost	Approximately $38 million
Miles of Pipeline/Compression	5.4 miles of 16-inch looping 3,550 hp at Delaware City
Capacity Increase (dt/d)	45,000 firm May – October, with allowable interruption period of up to 90 days from November-April
Annualized Margin	$5,840,046 (assuming full 90 days of interruption)

Purpose: To provide Calpine's 309 MW electric generation plant in the Garrison Oak Technical Park with 45,000 dt/d of NG transportation served under ESNG's rate schedule OPT≤90.

FERC: CP application filed with FERC on November 21, 2014. An amendment was filed on November 18, 2015, to specify the preference for an alternate route for the Kemblesville Loop. A combined Environmental Assessment that included both the Whited Oak and the System Reliability Projects was issued on April 25,2016.

Certificate of Public Convenience was issued on July 21, 2016 by the FERC.

Completing the Project: FERC's notice to proceed was issued on August 4, 2016. Construction of the facilities should take about 6 months; facilities are anticipated to be completed during the first quarter of 2017.

Executing Current Strategic Initiatives

System Reliability - Overview

System Reliability Project – Docket No. CP15-498-000	
Estimated Capital Cost	$36,265,058
Miles of Pipeline/Compression	10.1 miles of 16-inch looping 1,775 hp at Bridgeville
Capacity Increase (dt/d)	No new capacity
Rate Recovery	Rate recovery will begin when the rates associated with the 2017 rate case become effective, anticipated mid-2017
Annualized Margin	$4.5 million (1)

Purpose: After an assessment of the challenges encountered during the 2013-14 winter, ESNG has developed a project consisting of facilities that will significantly aid in handling lower receipt pressure at the Parkesburg interconnect (which was also realized during the 2015 winter) and mitigate risk associated with a portion of the pipeline that is highly critical and is currently not looped.

FERC: CP application filed with FERC on May 22, 2015. FERC has issued the EA on April 25, 2016. The EA is joint with the White Oak Mainline project.

Certificate of Public Convenience was issued on July 21, 2016 by the FERC.

Completing the Project: Upon issuance of FERC's notice to proceed, construction of the facilities should take about 9 months. With a notice to proceed in August, completion of the facilities are anticipated by the end of the first quarter of 2017.

1. This is the estimated margin assuming recovery in the 2017 rate case.

Executing Current Strategic Initiatives

2017 Expansion Project – Overview

2017 Expansion Project – Docket No. PF16-7-0007	
Miles of Pipeline/Compression	~33 miles of pipeline looping in Pennsylvania, Maryland and Delaware ~17 miles of new mainline extension and two pressure control stations in Sussex County, Delaware
Other Facilities	Upgrades to the TETCO interconnect 3,550 hp new compression-Daleville Compressor Station Two new pressure control stations
Total Capacity Increase (dt/d)	Up to an aggregate of 86,437 dekatherms

Purpose: Eastern Shore rolled up several requests to develop the 2017 System Expansion Project, which will allow Eastern Shore to meet growing market demand for reliable energy with fewer emissions.

FERC: On May 17, 2016, the FERC approved ESNG's request to commence the pre-filing review process.

Certificate of Public Convenience filing anticipated to occur in November 2016.

Completing the Project: Subject to the FERC's approval and issuance of certificate, ESNG intends to commence construction of facilities in June 2017.

Chesapeake Utilities & Sandpiper Energy Inc.

Business Unit Overview
Chesapeake Utilities & Sandpiper Energy

- Delaware Division
  - Southern New Castle County, Kent County and Sussex County
  - Over 47,000 retail customers
  - Over 970 miles of natural gas main
  - Delivers nearly 8 million Mcf of natural gas per year
- Maryland Division
  - Cecil County, Caroline County, Dorchester County and Wicomico County
  - Over 12,000 retail customers
  - Over 300 miles of natural gas main
  - Delivers nearly 3 million Mcf of natural gas per year
- Sandpiper Energy
  - Worcester County
  - Over 10,000 retail customers
  - Over 310 miles of natural gas and propane main
  - Delivers nearly 250 thousand Mcf of natural gas and 6.6 million gallons of propane per year (584 thousand Mcf equivalent)

CHESAPEAKE UTILITIES
& SANDPIPER ENERGY

ENERGY SERVICE TERRITORY

NATURAL GAS FUELING STATION

Business Unit Overview – Staffing

Chesapeake Utilities & Sandpiper Energy

Business Unit Leadership Team

- Business Unit leadership team has a combined 70 years of Company service
  - James Moore – Vice President (29 Years)
  - Shane Breakie – Director, Energy Services (23 Years)
  - Christopher Redd – Director, Gas Operations, Engineering & Supply (12 Years)
  - Autumn Chalabala –Director, Business Operations (6 Years)

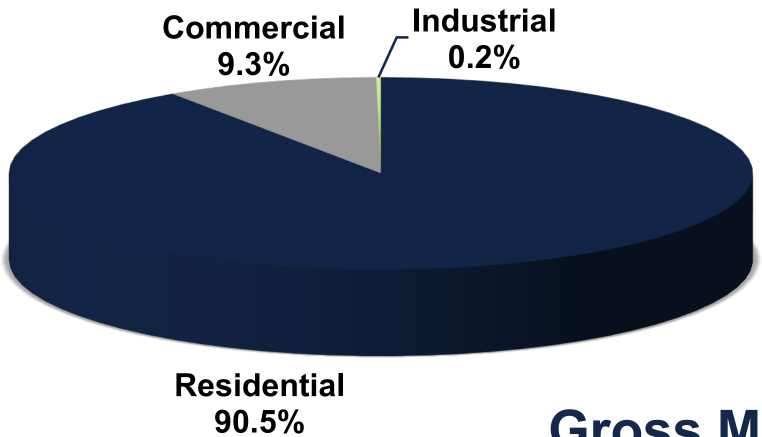
Business Unit Team

- 126 Personnel located in Delaware and Maryland
- Focused on Safety, Business Development, Business Operations, Business Planning, Engineering, Field Operations, Gas Supply, Sales and Marketing

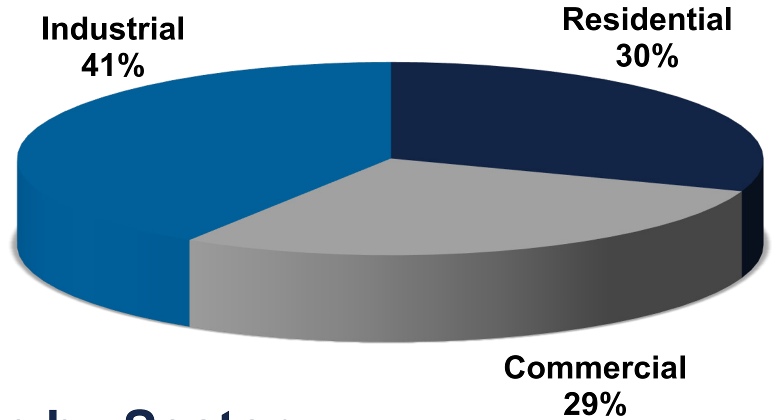
Market Profile – Customers*

Chesapeake Utilities

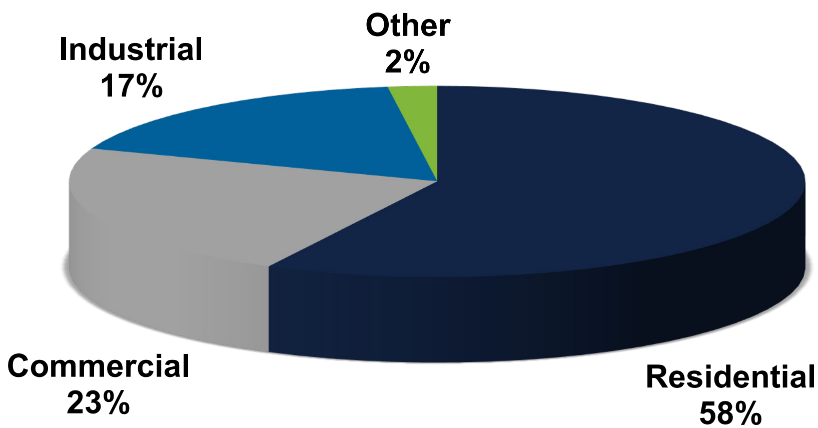
Customers by Sector



Mcf Deliveries by Sector



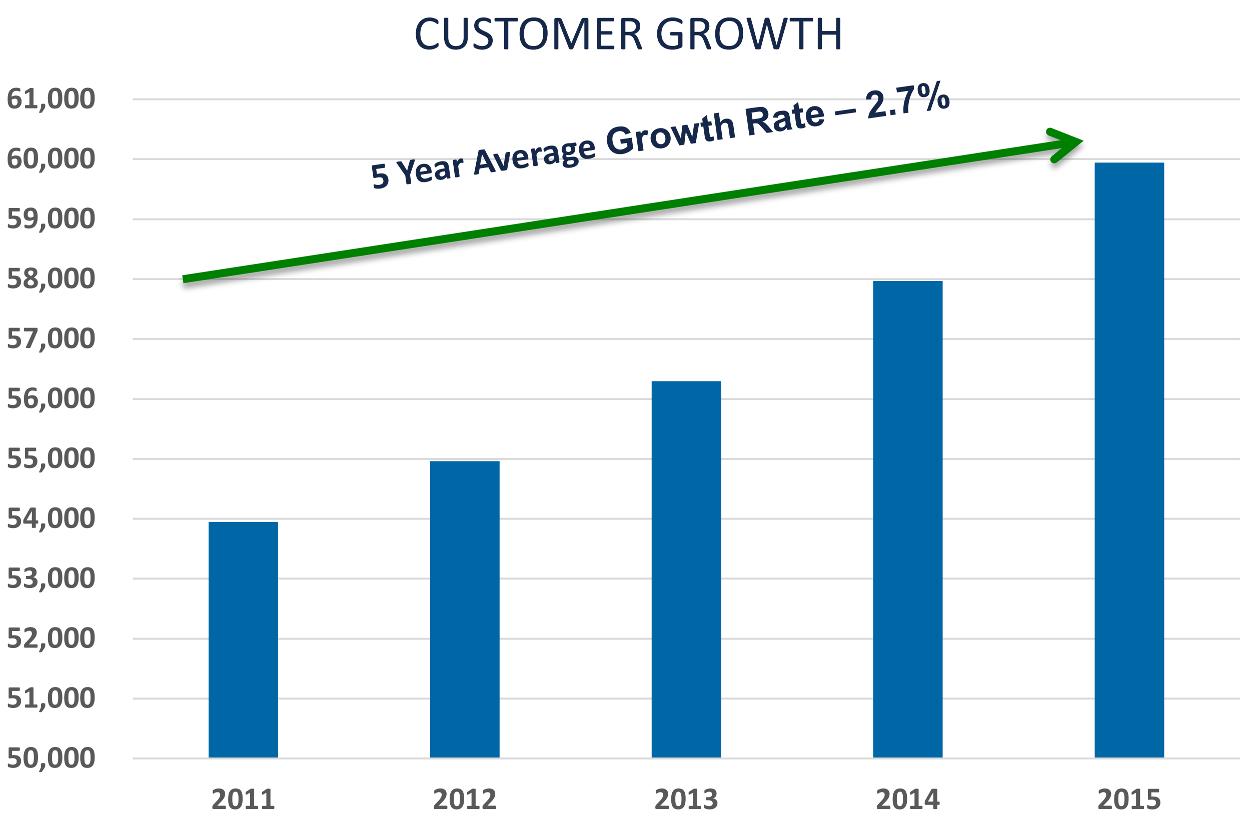
Gross Margin by Sector



* Results are from 2015

Market Profile – Customers

Chesapeake Utilities

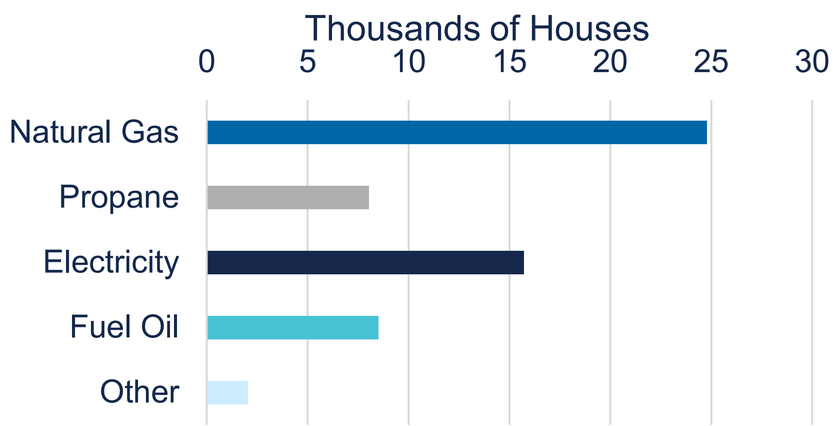


- Highest growth rate during the period was in 2015, when customer growth was nearly 3.5%
- Southern New Castle County, DE and eastern Sussex County, DE achieving higher than average growth rates
- Majority of the customer growth is in the residential sector

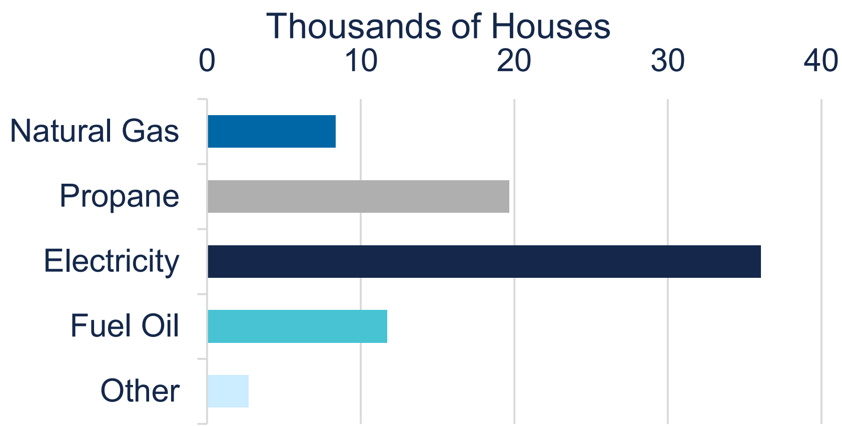
Market Profile - Prospects for Growth

Chesapeake Utilities

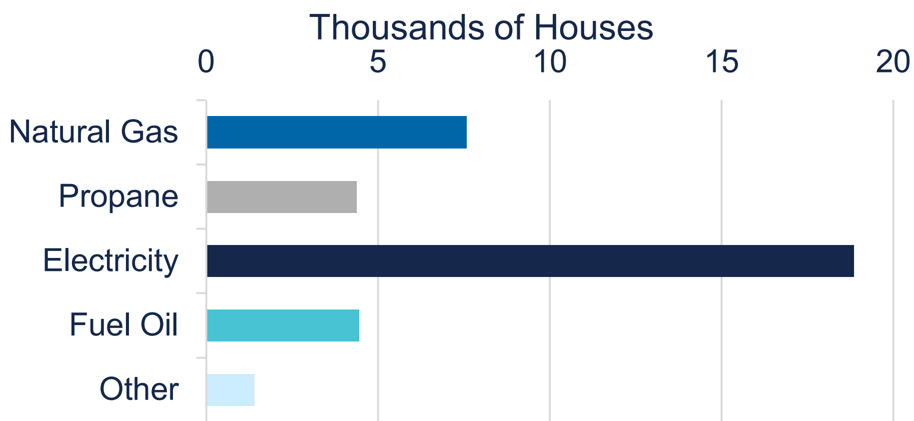
Kent County, DE – House Heating Fuel



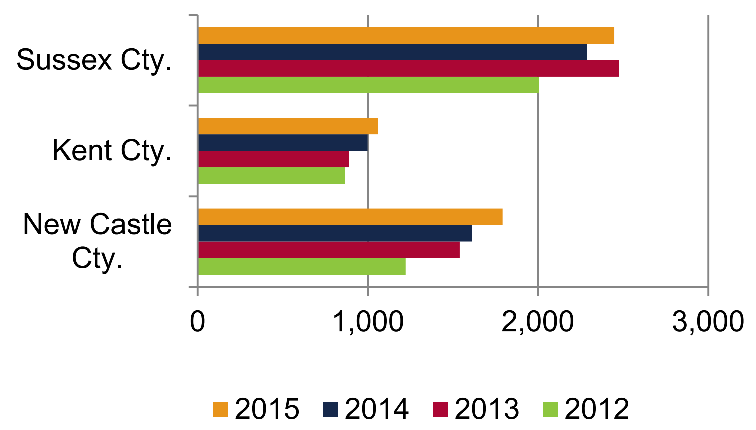
Sussex County, DE – House Heating Fuel



Wicomico County, MD – House Heating Fuel

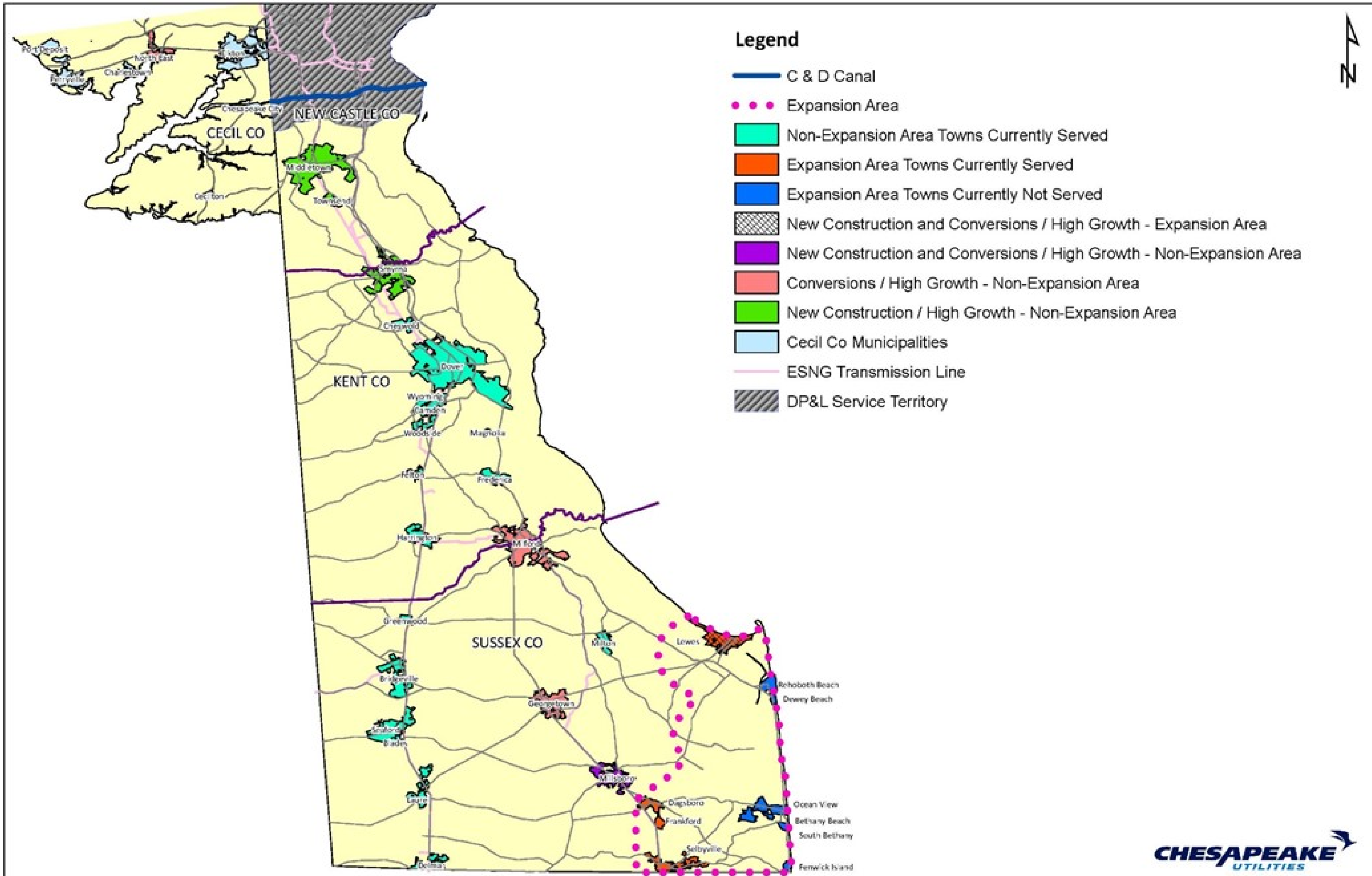


Delaware Housing Starts



Market Profile – Target Areas

Chesapeake Utilities

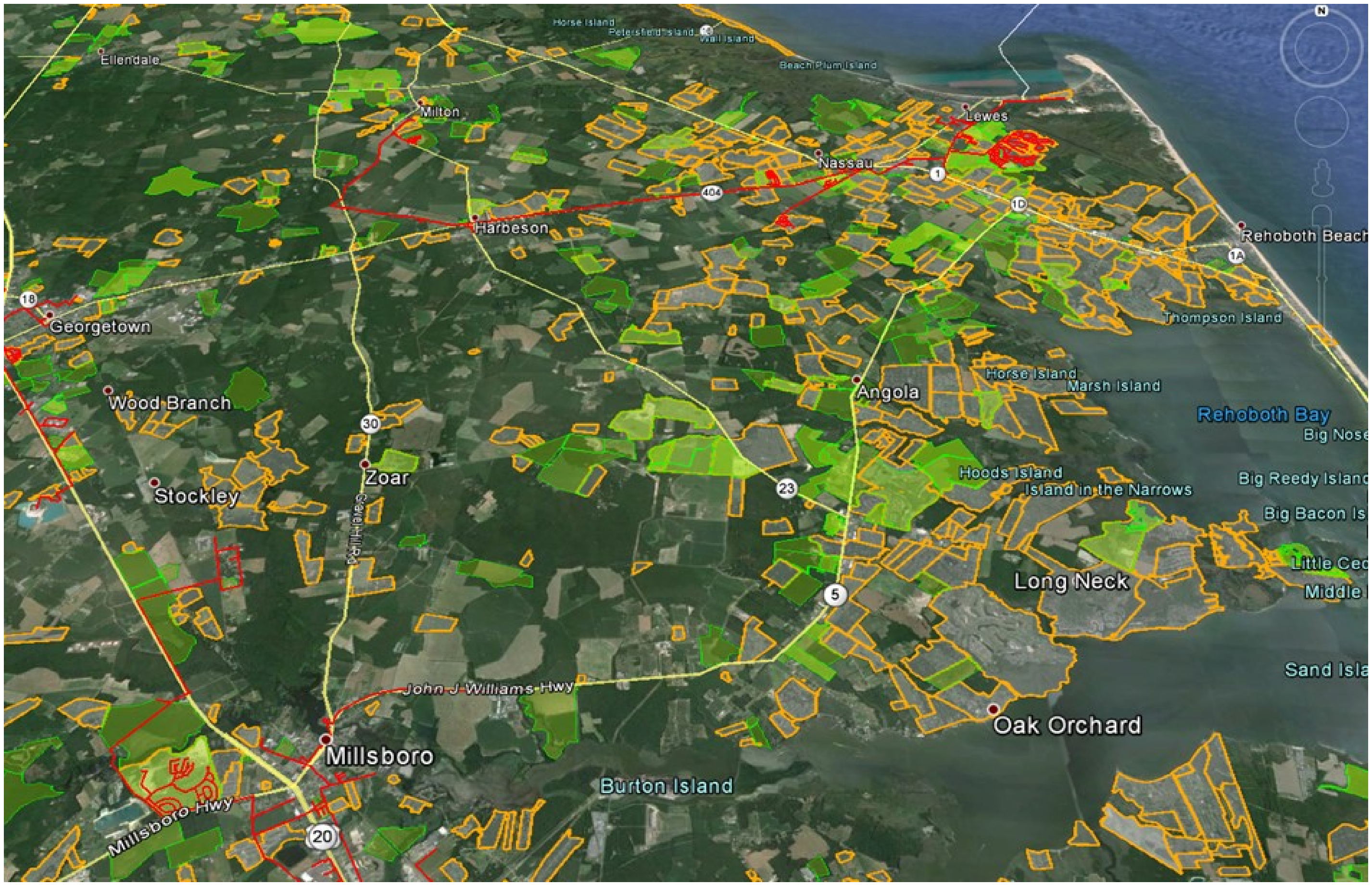


Strategic Initiatives
Chesapeake Utilities

- Distribution System Expansion
  - Continued expansion of the distribution system throughout eastern Sussex County, Delaware
  - Focus on both new construction and conversion of existing homes and businesses
  - Focus on new service offerings
  - Follow propane distribution systems to areas where natural gas is not readily available
- Recent Accomplishments
  - Recent service expansions to eastern Sussex County, DE, Cecil County, MD and Worcester County, MD
  - Negotiated rates for larger customers in order for expansions to be economic (i.e. Beebe Healthcare, SPI Pharma, Mountaire)
  - Coordinated with other business units and corporate groups to extend service to a large industrial customer (PMF Mushroom)

Strategic Initiatives
Chesapeake Utilities

Potential for Growth in Northeast Sussex County, DE

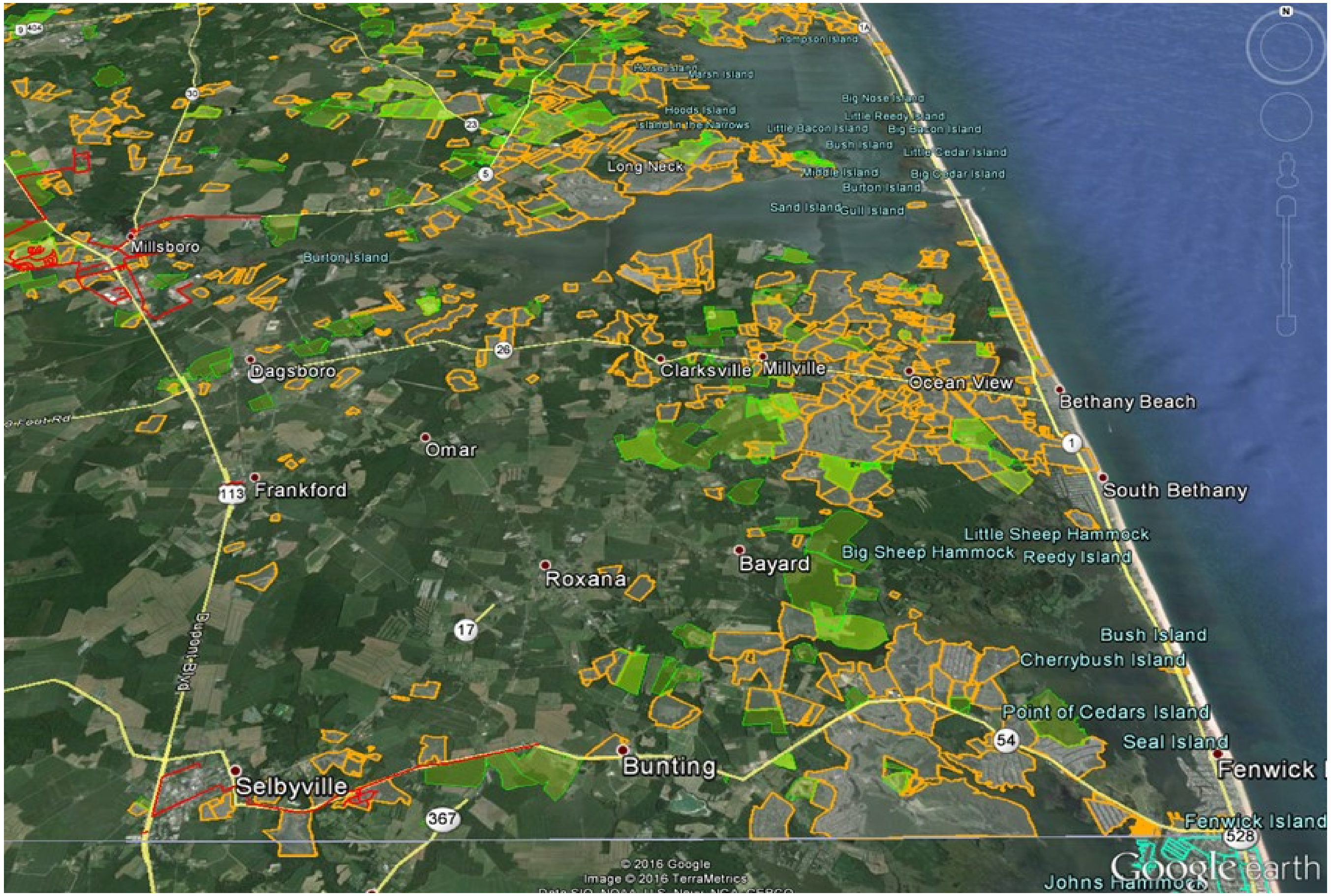


Source: State of Delaware Preliminary Land Use Service and Firstmap

Potential New Construction | Existing Developments – Potential Conversions | Existing Gas Main

Strategic Initiatives
Chesapeake Utilities

Potential for Growth in Southeast Sussex County, DE

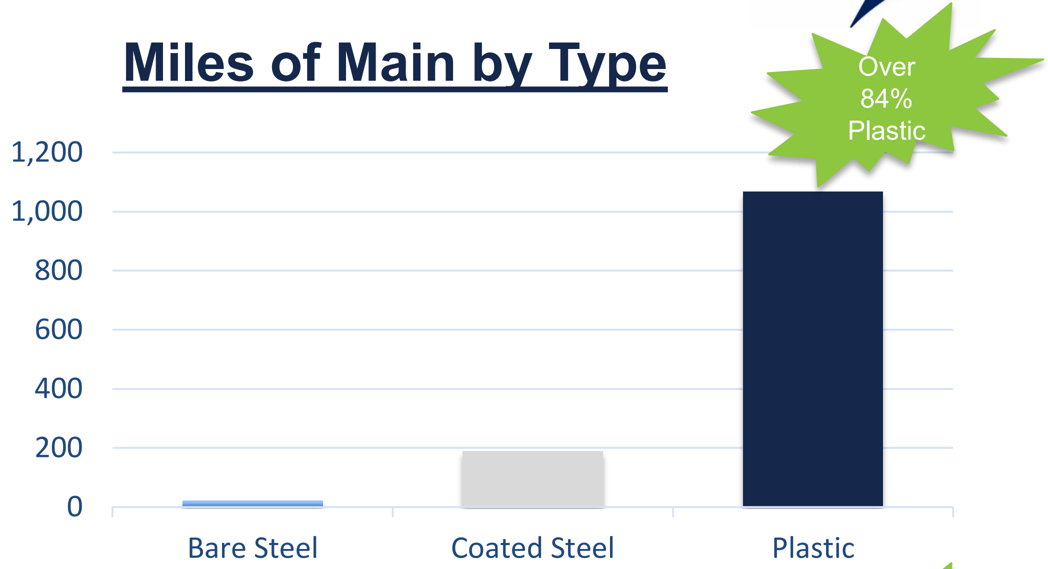


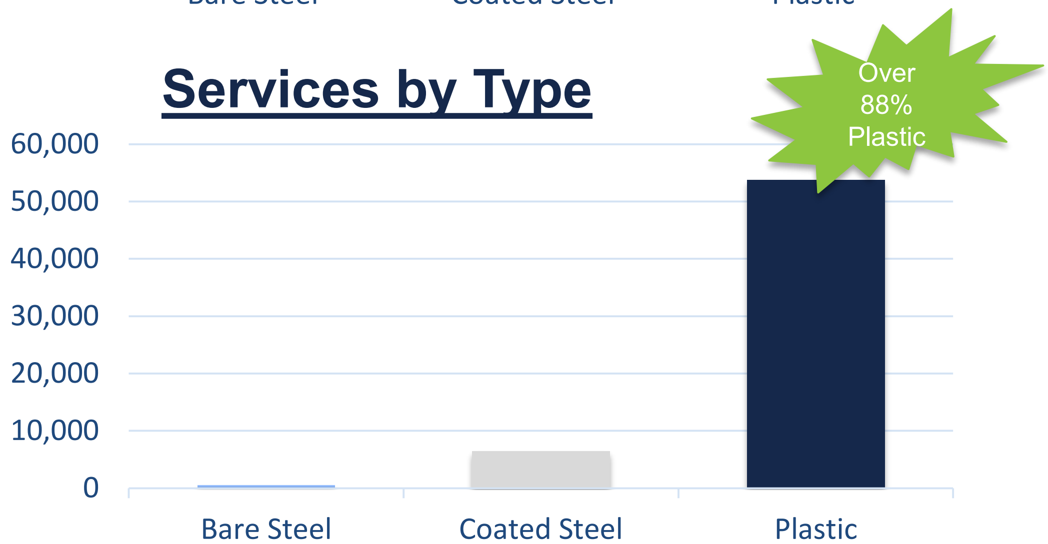
Source: State of Delaware Preliminary Land Use Service and Firstmap

Potential New Construction | Existing Developments – Potential Conversions | Existing Gas Main

Facilities and Investment
Chesapeake Utilities

- Distribution System as of December 31, 2015
  - Over 1,200 miles of distribution main
  - Nearly 61,000 service lines
  - Less than 22 miles of bare steel
  - Project to replace all bare steel within the next seven years
  - Investments in mains and services over the past five years have exceeded $39.1 million

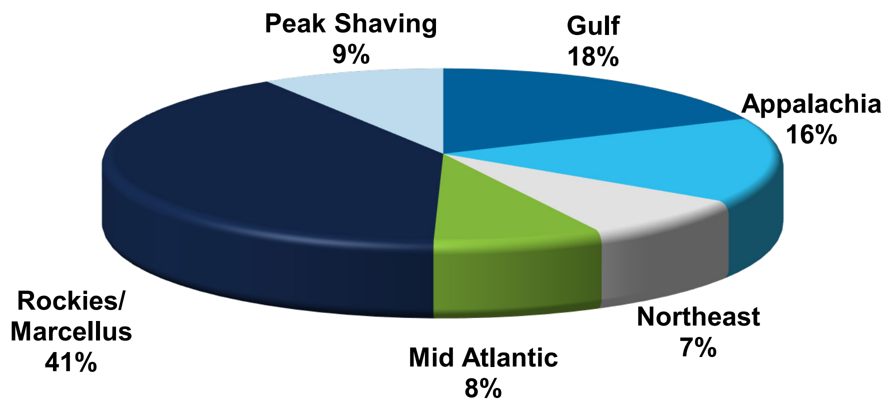




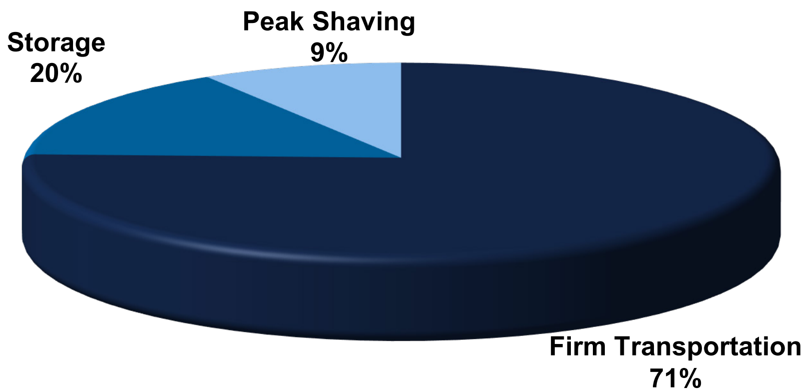
Natural Gas Supply*

Chesapeake Utilities

Supply Source (Peak Day Capacity)



Supply Mix (Peak Day Supply Mix)



* 2016/2017 Winter heating season

- Upstream pipeline capacity agreements with Transcontinental Gas Pipe Line Company, LLC, Columbia Gas Transmission, LLC (TCO), and Texas Eastern Transmission, LP.
- Upstream pipeline capacity paired with pipeline capacity on Eastern Shore Natural Gas Company (ESNG) for delivery to the distribution system.
- Storage capacity agreements with TCO and ESNG.
- Propane-Air "peak shaving" capability located in Dover and Clayton, Delaware and Cambridge and Salisbury, Maryland.

Regulatory Snapshot
Chesapeake Utilities

	Chesapeake - Delaware Division	Chesapeake - Maryland Division
Commission Structure:	**5 commissioners**	**5 commissioners**
	Part-Time	Full-Time
	Gubernatorial Appointment	Gubernatorial Appointment
Regulatory Jurisdiction:	Delaware PSC	Maryland PSC
Base Rate Proceeding:		
Delay in collection of rates subsequent to filing application	60 days	180 days
Application date associated with the most recent permanent rates	7/6/2007	5/1/2006
Effective date of permanent rates	9/30/2008	12/1/2007
Rate increase (decrease) approved	$325,000	$648,000
Rate of return approved	10.25%	10.75%

Significant Cases

Delaware Division (2015)

- Base rate case pending with the DE PSC
- $4.7 million rate increase requested
- Interim rate increase of $2.5 million, subject to refund, implemented on February 19, 2016
- Second interim increase, subject to refund, implemented on August 1, 2016

Piped Propane Acquisition (2016)

- Application filed with the DE PSC for (1) proposed process for valuation of the purchase of a propane distribution system; (2) the accounting and ratemaking treatment for the acquisition costs; and (3) the process for calculating a new customer charge for each acquired system.

Unique Regulatory Provisions

Chesapeake Utilities

Delivery Service Rates

Revenue Normalization (MD) – Delivery service revenue is either increased or decreased to equate to a set amount per customer as approved in the last base rate proceeding

Expansion Area Rates (DE) – Higher customer charges in a designated area to enable expansion of infrastructure

Negotiated Rates (DE) (MD) – Individual rates to certain large customers, often higher than tariff rates, allowing for economic expansion to serve those customers

Incremental Rates

Environmental Rider (DE) – Separate surcharge on customer bills to recover costs associated with remediation of environmental sites

Franchise Surcharge (DE) – Separate surcharge applicable to customers within specific city/town limits to recover the franchise fee paid to the city/town

Gas Cost Recovery (DE) – Provision allowing out-of-cycle adjustment to the gas cost rate if over/under collection of gas costs is outside of a designated band

Business Unit Overview - Timeline

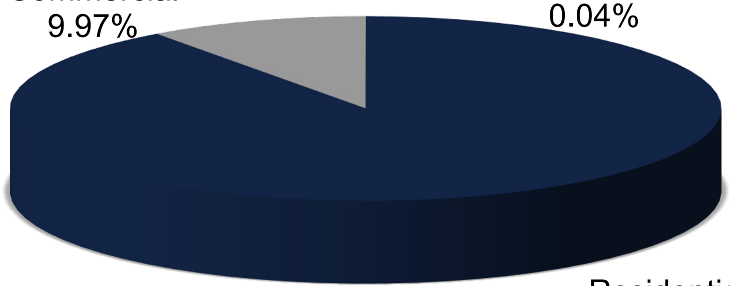
Sandpiper Energy

SEPTEMBER 2012	• Application filed with the Maryland PSC for approval to acquire the assets of Eastern Shore Gas Company.
MAY 2013	• Maryland PSC approves acquisition of certain assets of Eastern Shore Gas Company. Required to file a base rate proceeding, including cost of service study within 30 months. • Acquisition of The Eastern Shore Gas Company and creation of Sandpiper Energy, Inc.
NOVEMBER 2013	• Conversion of first propane customer to natural gas in Berlin, Maryland.
OCTOBER 2014	• Granted approval for depreciation rates calculated as a result of a depreciation study. • Granted approval to record a $2,982,357 adjustment to its booked depreciation reserve resulting from the accumulated depreciation reserve being lower than the booked reserve at the time of the acquisition.
SEPTEMBER 2015	• Sandpiper executed an exclusive franchise agreement with the Town of Ocean City for the conversion, storage and/or distribution of propane and natural gas.
DECEMBER 2015	• Base rate proceeding and cost of service study filed. Sandpiper requested a base rate increase of $947,527 or a 4.7% overall increase. Settlement discussions with PSC Staff and Peoples' Counsel progressing.
JANUARY 2016	• Settlement agreement executed with the Ocean Pines Association enabling the conversion of customers to natural gas. • Approval to stratify residential customer class into three separate classes based on consumption.

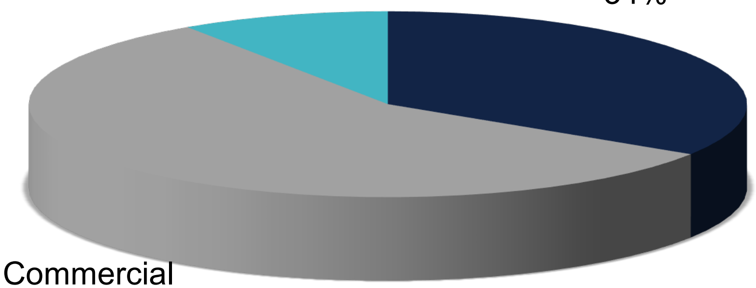
Market Profile – Customers*

Sandpiper Energy

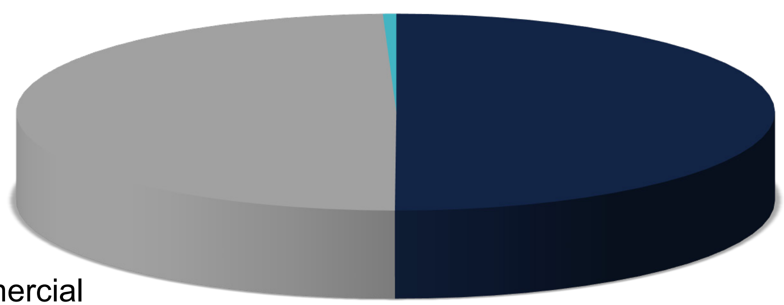
Customers by Sector



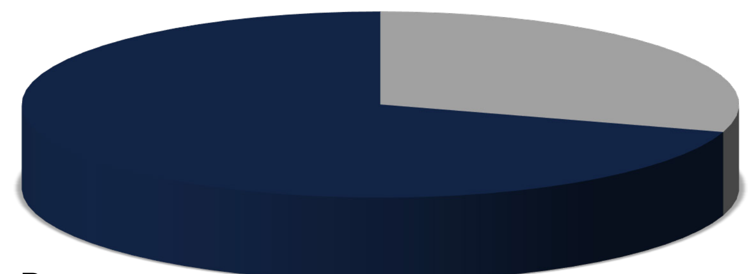
Consumption by Sector



Gross Margin by Sector



Deliveries by Fuel Type

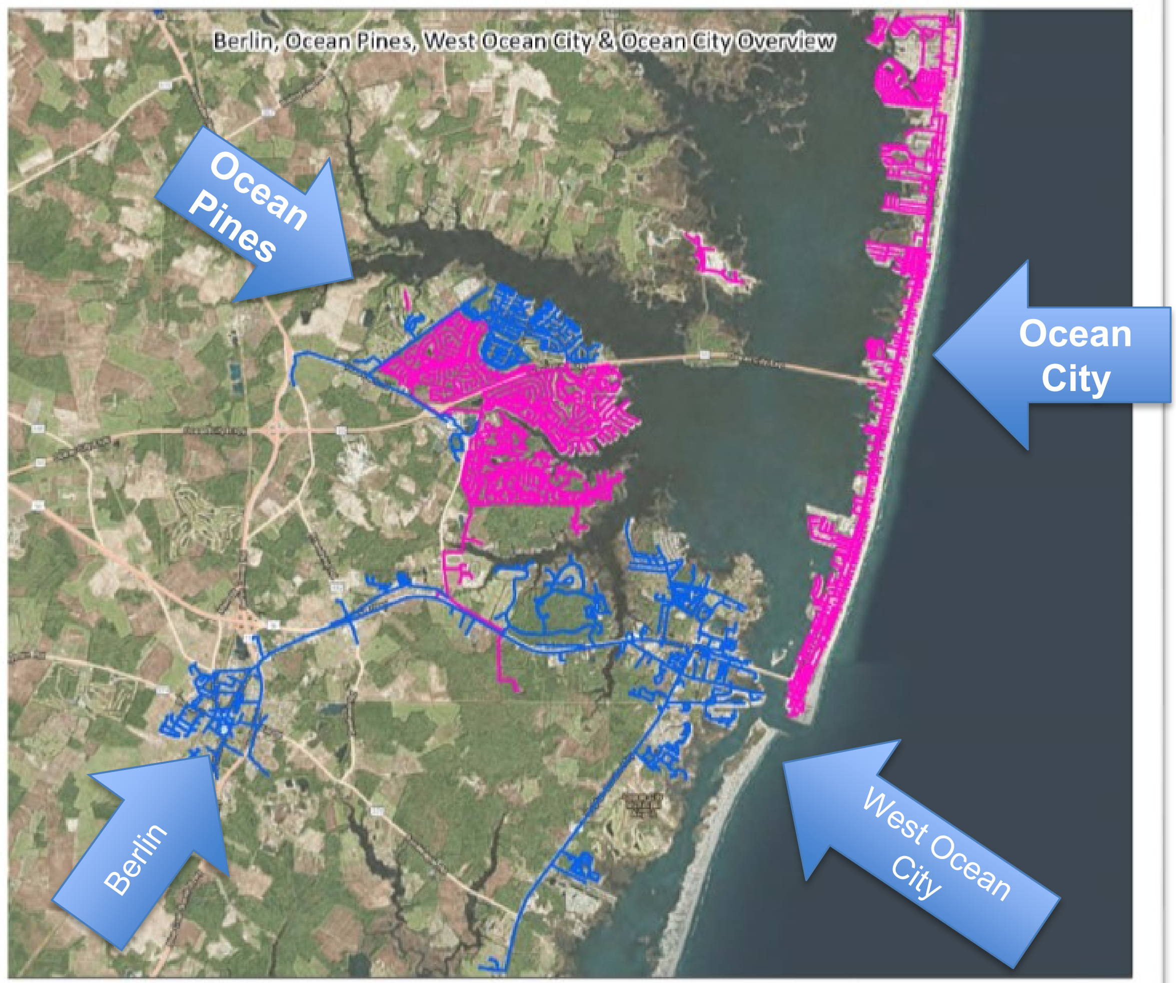


*** Results are from 2015**

Customer Conversions from Propane to Natural Gas

Sandpiper Energy

- Approximately 3,000 customers have been converted (primarily in Berlin, West Ocean City and currently in Ocean Pines).
- A bay crossing from West Ocean City to Ocean City expected to start in October 2016 and be completed late in the 4th quarter 2016.
- Conversions in Ocean City to start in January 2017 and continue during the months of January – May and September - December.
- Conversions in Ocean Pines to continue during June – August.



line = natural gas main   line = propane main

Customer Conversion Process

Sandpiper Energy

Preliminary Staging & Communications

- Notification to Residents and Appliance Surveys
- Disconnected from Propane Main and Temporary Propane Tanks Installed
- Mains purged and Natural Gas Introduced
- Leak Surveys Performed
- Conversions Scheduled

Day of Conversion

- Customer Piping Tested
- Tie in to Fuel Line
- Appliance Conversions
- Natural Gas Introduced into Piping
- Leak Testing of Piping and Testing of Appliances

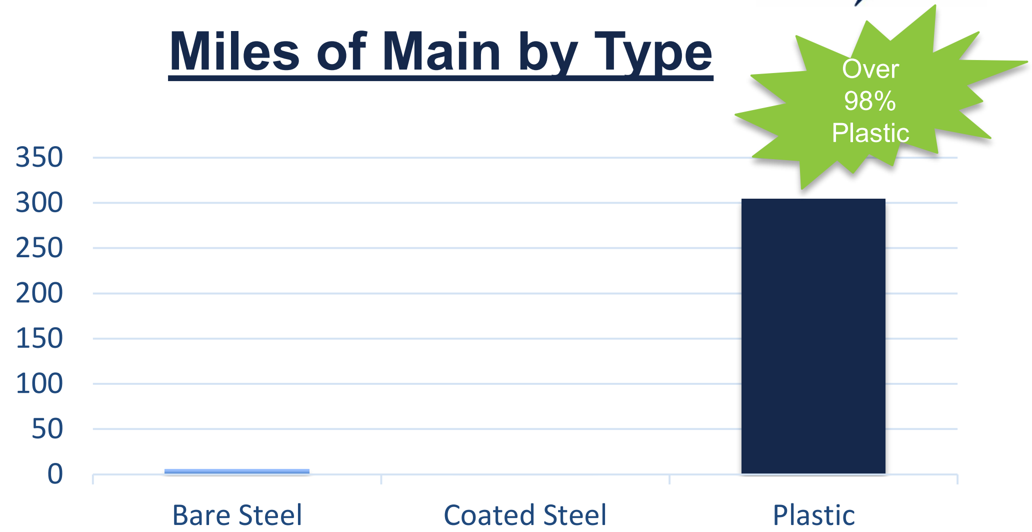
After the Conversion

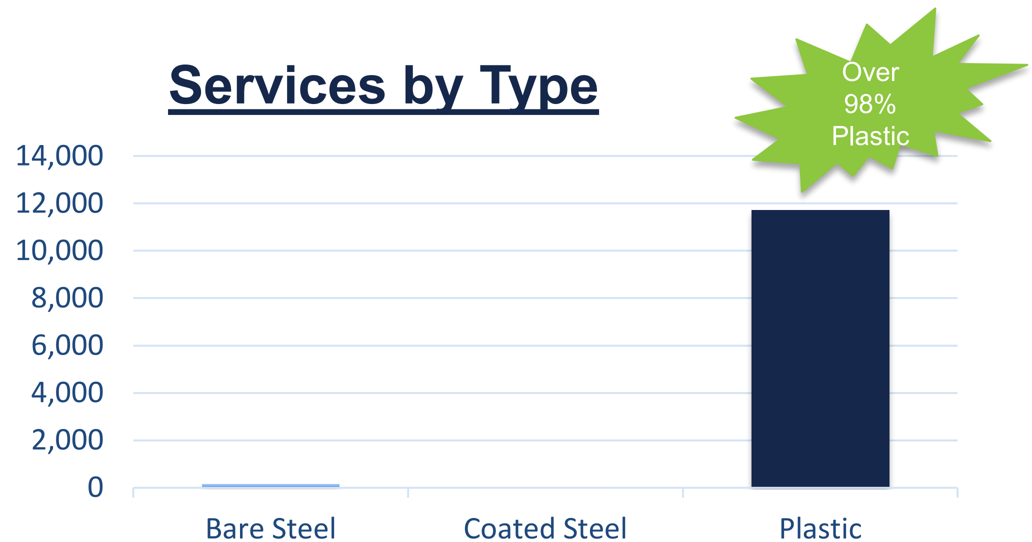
- Temporary Propane Tank Removal
- First Natural Gas Bill
- Customer Follow Up

Facilities and Investment

Sandpiper Energy

- Distribution System as of December 31, 2015
  - Over 300 miles of distribution main
  - Nearly 12,000 service lines
  - Less than 6 miles of bare steel
  - Project to replace all bare steel by 2018
  - Investments in mains and services have exceeded $5.9 million since the acquisition





Aspire Energy Business Overview

ASPIRE ENERGY

TOP WORK PLACES

Aspire Energy Overview

Natural Gas Gathering System

- Unregulated natural gas business operating gathering and intrastate pipelines in Ohio
- Provides natural gas supplies to various local gas cooperatives and local distribution companies
- Expertise in areas such as Operations, Business Development & Marketing, Field Support & Construction, Meter Reading Services, Land, Engineering & GIS, and Financial Analysis
- Long-term supply agreements with Columbia Gas of Ohio (COH) and Consumers Gas Cooperative (CGC), which serve more than 20,000 end-use customers
- Led by executive leaders Elaine Bittner and Doug Ward with a combined 48 years of service
- 52 Employees located in Ohio

CPK acquired Gatherco on April 1, 2015 and began operations as Aspire Energy

Gatherco was established in 1997 when they acquired Columbia Gas Transmission's natural gas gathering assets in Ohio

Operating 16 gathering systems and more than 2,550 miles of gathering and intrastate pipelines in the Marcellus and Utica shale production areas

Organizational Growth & Restructuring

Aspire Energy

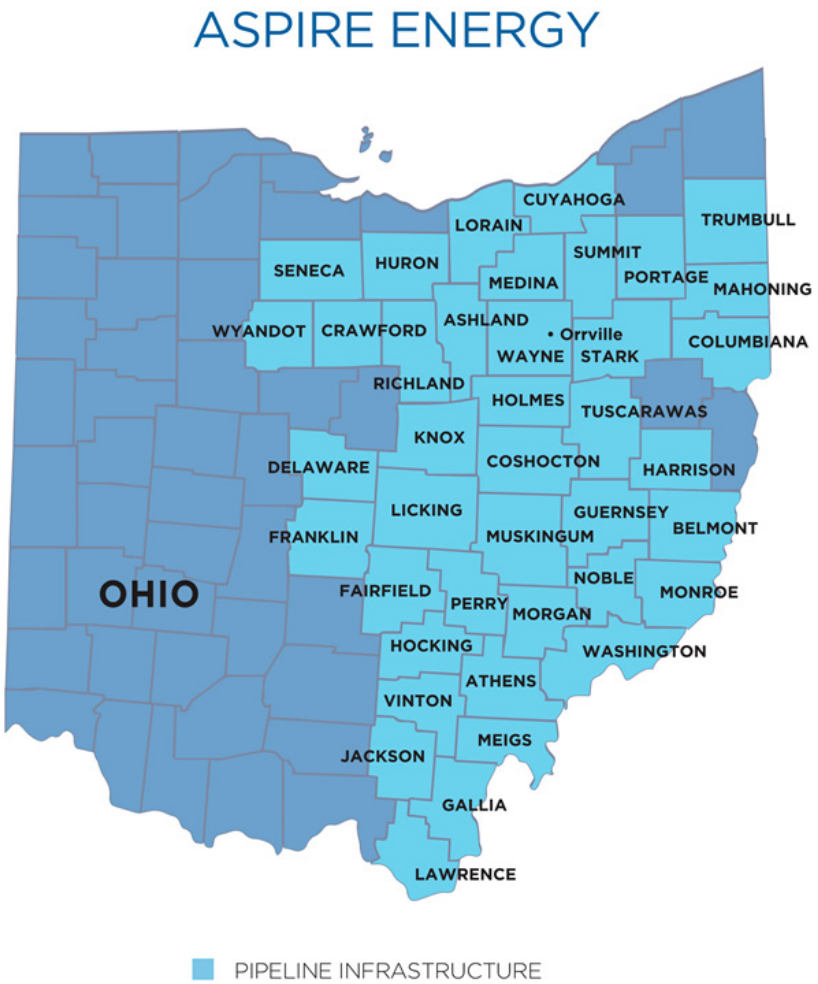
Organization

- Re-aligned organization with adjustments to reporting structure and responsibilities to:
  - Build on and develop positive cultural and strategic fit
  - Develop five-year strategic plan
  - Identify and execute new growth opportunities
  - Create new services and service excellence organization
  - Develop standards of operational excellence
- Key new hires and personnel changes since acquisition:
  - Vice President, Doug Ward
  - Operations Director, Bob Huddleston
  - Manager of Financial Analysis & Services, Dan Massengill
  - Engineering Manager, John Cramer
  - Manager of Marketing, Lance Jones
- Positioned for growth and success - as of June 30, 2016, we have 52 employees.

Business Unit Overview

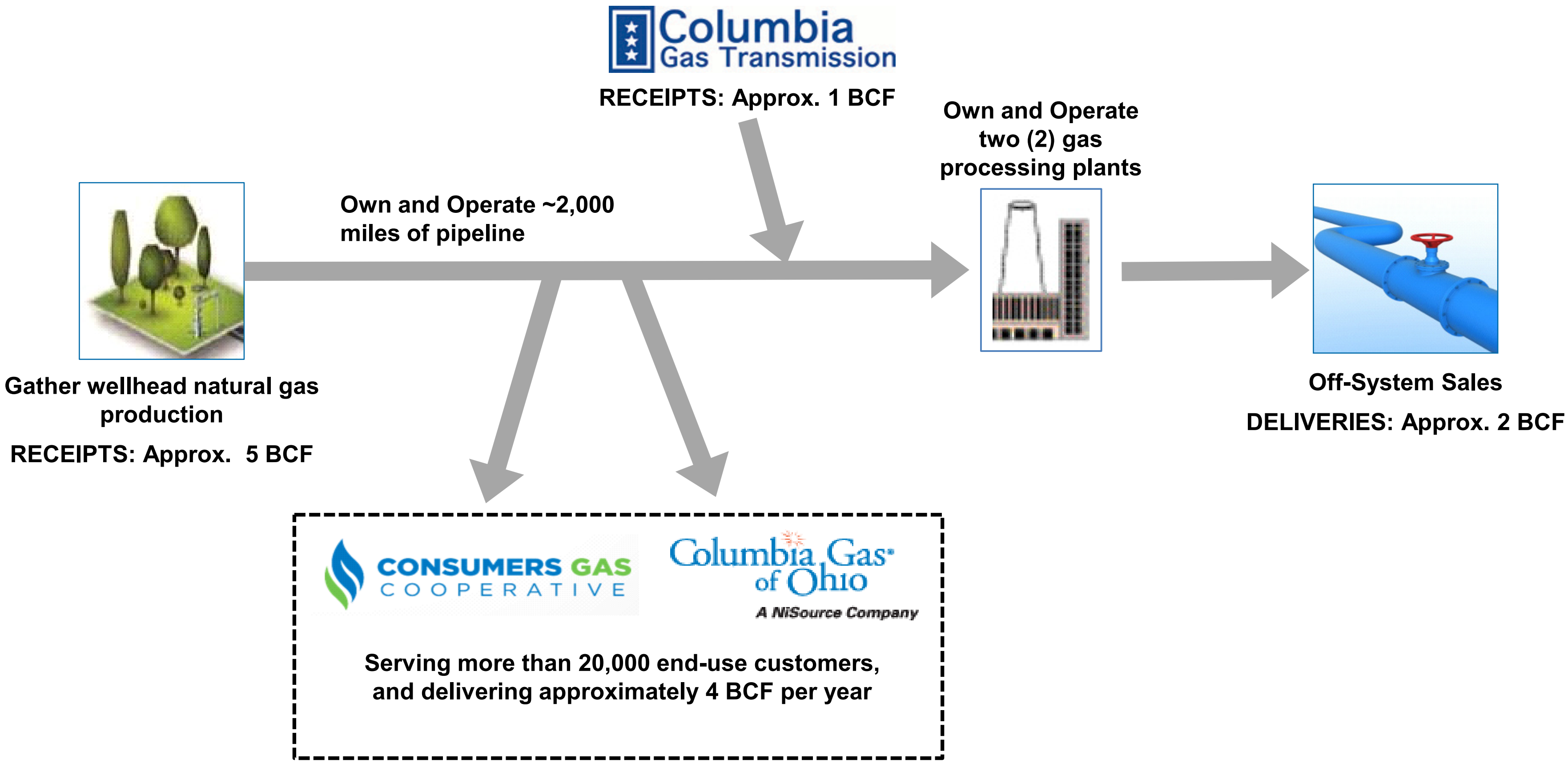
Aspire Energy

- Aspire Energy operates in 40 of the 88 counties in Ohio, providing natural gas supplies to various local gas cooperatives and local distribution companies, including Consumers Gas Cooperative and Ohio's largest local distribution company, Columbia Gas of Ohio
- Aspire Energy is an unregulated natural gas business operating 16 gathering systems and more than 2,550 miles of gathering and intrastate pipelines in the Marcellus and Utica shale production areas.



Aspire Energy Value Chain

System Overview



Aspire Energy Value Chain

Gas Supply and Gathering

- Aspire primarily sources gas from producers and provides gathering and processing services necessary to maintain quality and reliability to wholesale markets.
- By the numbers:
  - 305 Producers
  - 16 Gathering Systems
  - 2,550 Miles of Gathering Pipelines
  - 5.1MM Dts Delivered Through Gathering

Aspire Energy Value Chain

Delivery to End Users & Down-Stream Markets

- Nearly 90% of Aspire Energy's margin is generated from unregulated long-term supply agreements with Columbia Gas of Ohio (COH) and Consumers Gas Cooperative (CGC), which serve more than 20,000 end use customers.

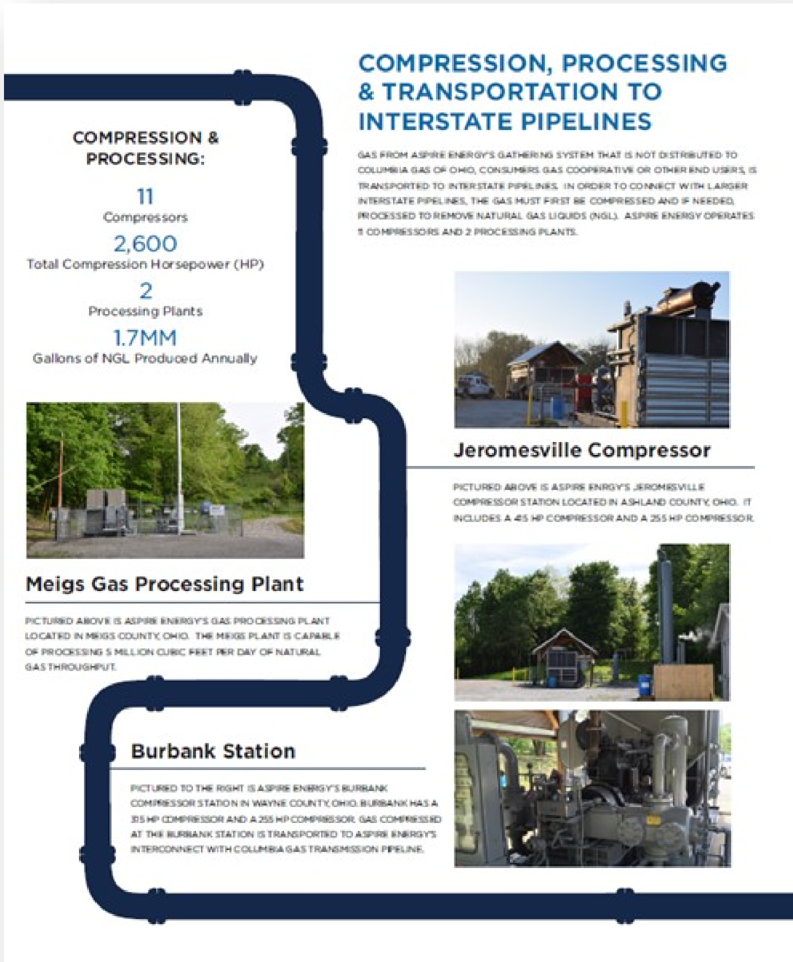
CONSUMERS GAS COOPERATIVE

Columbia Gas of Ohio

- 3.8 Million Dts Delivered Annual to CGC and COH

Aspire Energy Value Chain

Compression, Processing & Transportation to Interstate Pipelines



COMPRESSION, PROCESSING & TRANSPORTATION TO INTERSTATE PIPELINES

GAS FROM ASPIRE ENERGY'S GATHERING SYSTEM THAT IS NOT DISTRIBUTED TO COLUMBIA GAS OF OHIO, CONSUMERS GAS COOPERATIVE OR OTHER END USERS, IS TRANSPORTED TO INTERSTATE PIPELINES. IN ORDER TO CONNECT WITH LARGER INTERSTATE PIPELINES, THE GAS MUST FIRST BE COMPRESSED AND IF NEEDED, PROCESSED TO REMOVE NATURAL GAS LIQUIDS (NGL). ASPIRE ENERGY OPERATES 11 COMPRESSORS AND 2 PROCESSING PLANTS.

COMPRESSION & PROCESSING:

11
Compressors

2,600
Total Compression Horsepower (HP)

2
Processing Plants

1.7MM
Gallons of NGL Produced Annually

Jeromesville Compressor

PICTURED ABOVE IS ASPIRE ENRGY'S JEROMESVILLE COMPRESSOR STATION LOCATED IN ASHLAND COUNTY, OHIO. IT INCLUDES A 415 HP COMPRESSOR AND A 255 HP COMPRESSOR.

Meigs Gas Processing Plant

PICTURED ABOVE IS ASPIRE ENERGY'S GAS PROCESSING PLANT LOCATED IN MEIGS COUNTY, OHIO. THE MEIGS PLANT IS CAPABLE OF PROCESSING 5 MILLION CUBIC FEET PER DAY OF NATURAL GAS THROUGHPUT.

Burbank Station

PICTURED TO THE RIGHT IS ASPIRE ENERGY'S BURBANK COMPRESSOR STATION IN WAYNE COUNTY, OHIO. BURBANK HAS A 315 HP COMPRESSOR AND A 255 HP COMPRESSOR. GAS COMPRESSED AT THE BURBANK STATION IS TRANSPORTED TO ASPIRE ENERGY'S INTERCONNECT WITH COLUMBIA GAS TRANSMISSION PIPELINE.

- Gas from Aspire Energy's gathering system that is not distributed to an end user is transported to interstate pipelines.
- Before gas can be transported to an interstate pipeline, it must be compressed and if needed, processed to remove natural gas liquids (NGL).
- By the Numbers:
  - 11 compressors
  - 2,600 Horsepower
  - 2 processing plants
  - 1.7 million gallons of Natural Gas Liquids produced annually

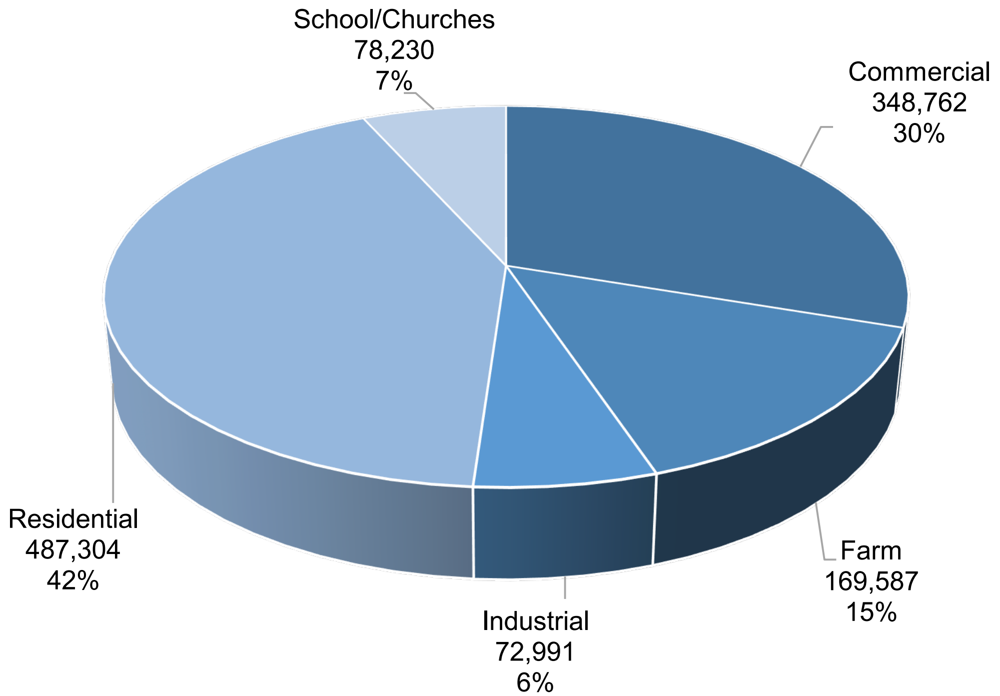
Customer Profile – Consumers Gas Cooperative

Member Margin Contributors

- Aspire Energy has a twenty year contract to exclusively manage the Consumers Gas Cooperative billing, sales, daily operations, and natural gas deliveries.
- As of June 30, 2016, Consumers Gas Cooperative had 6,791 members.

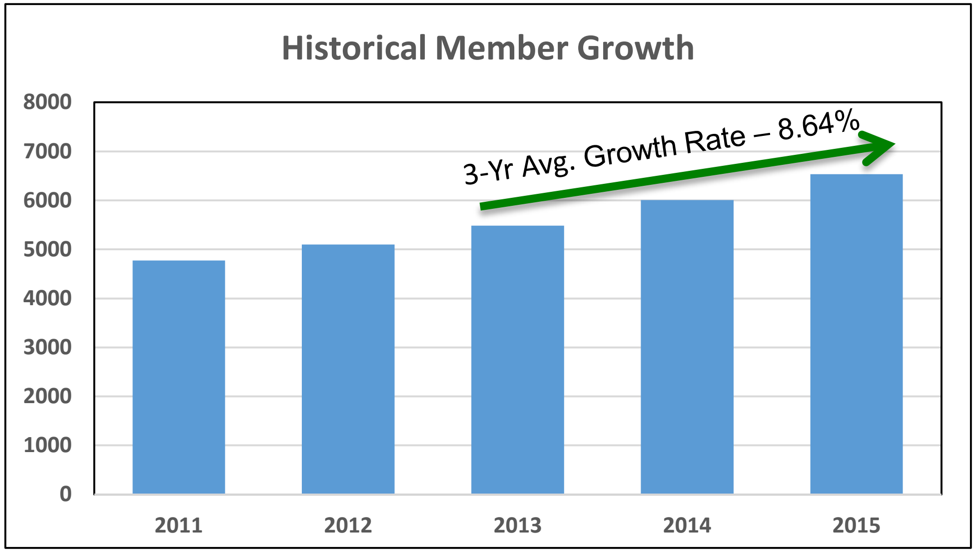
2015 Sales Volumes by Sector

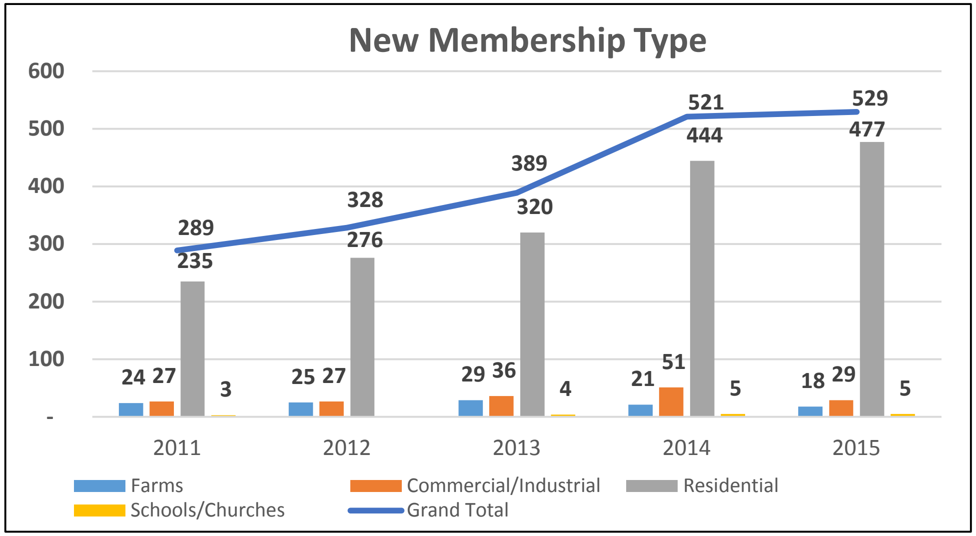
(Annual dekatherms, in thousands)



Customer Profile – Consumers Gas Cooperative

Customer Growth

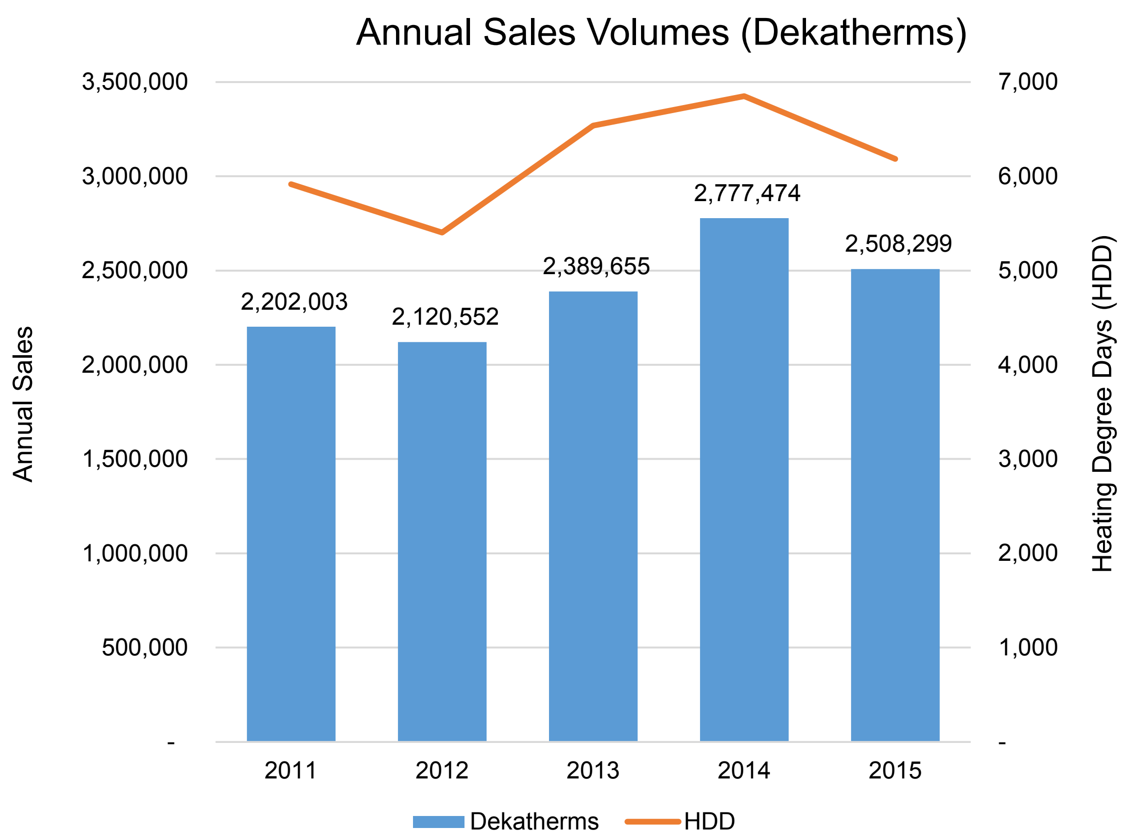




- Growth rates have average around 8.64% the last 3 years, with 2015 being the best year for signing of new members.
- The residential sector continues to be the driving force for customer growth, accounting for 85% of new members over the past five years.

Customer Profile – Columbia Gas of Ohio

- Aspire Energy has a seven year contract to provide natural gas to 81 Columbia Gas of Ohio meters.



Potential Growth Sectors

Aspire Energy

Agricultural and Poultry Sector

- Focus on several areas across the state, 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.

Commercial Sector

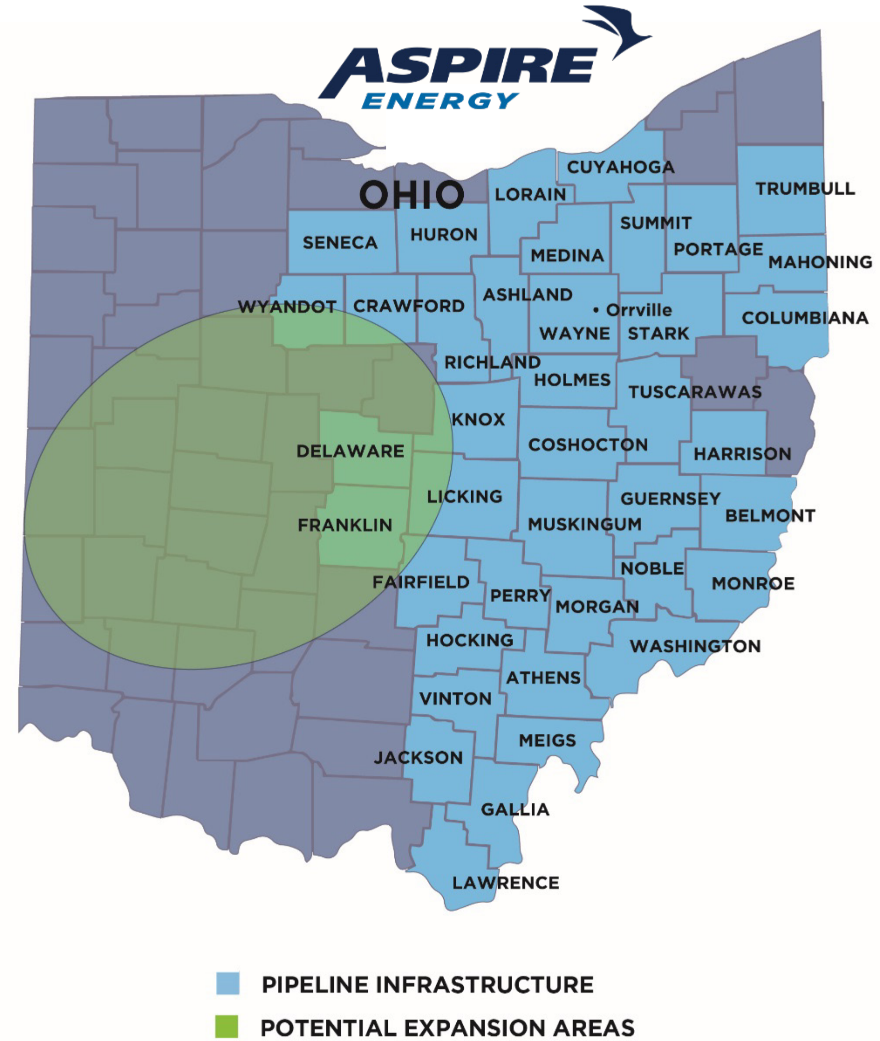
- Focus on commercial loads and other large volume industrial users.

Residential Sector

- Targeting expansion in growth regions in the state.

Acquisitions

- Invest in acquisitions to expand our footprint and to enhance our system capabilities.



Key Takeaways & Outlook

Aspire Energy

- Aspire Energy is well on track to meet or exceed financial budgetary earnings expectations for 2016 and beyond.
- Delivering gas to Consumers Gas Cooperative and Columbia Gas of Ohio represents almost 90% of Aspire Energy's gross margin.
- The Aspire Energy growth strategy is to convert existing fuel oil and propane customers to natural gas.
- Strategic Growth – growing our customer base, gas gathered and footprint allow for expansion of current and future opportunities.
  - Grow our footprint
  - Grow services to end use customers
  - Grow gathering assets and transmission lines

Sharp Energy
Business Overview

TOP
WORK
PLACES

Sharp Energy Overview

- Provides propane distribution service to approximately 38,000 customers
- Service territories include Delaware, Maryland, Virginia and Pennsylvania
- Serves a mix of residential, commercial, industrial, agricultural and AutoGas customers
- Propane storage capacity in excess of 3 million gallons; more than any other propane provider on the Delmarva Peninsula
- Led by executive leaders Elaine Bittner and Bob Zola with a combined 53 years of service
- 150 Employees located in Delaware, Maryland, Virginia and Pennsylvania

Servicing customers' propane needs for over 35 years

1981: Acquired Clarence E. Sharp Company in Georgetown, DE. Sharpgas, Inc. DBA Sharp Energy was formed to consolidate CPK's propane distribution operations

1988: Acquired Kellam Energy, Inc. in Belle Haven, VA

1997: Acquired Tri-County Gas Company in Salisbury, MD and Sheldon Gas Company in Dover, DE

2005: Initiated start-up operation in Allentown, PA

2010: Initiated start-up operation in Cecil County, MD

2011: Initiated start-up operation in the Poconos, PA

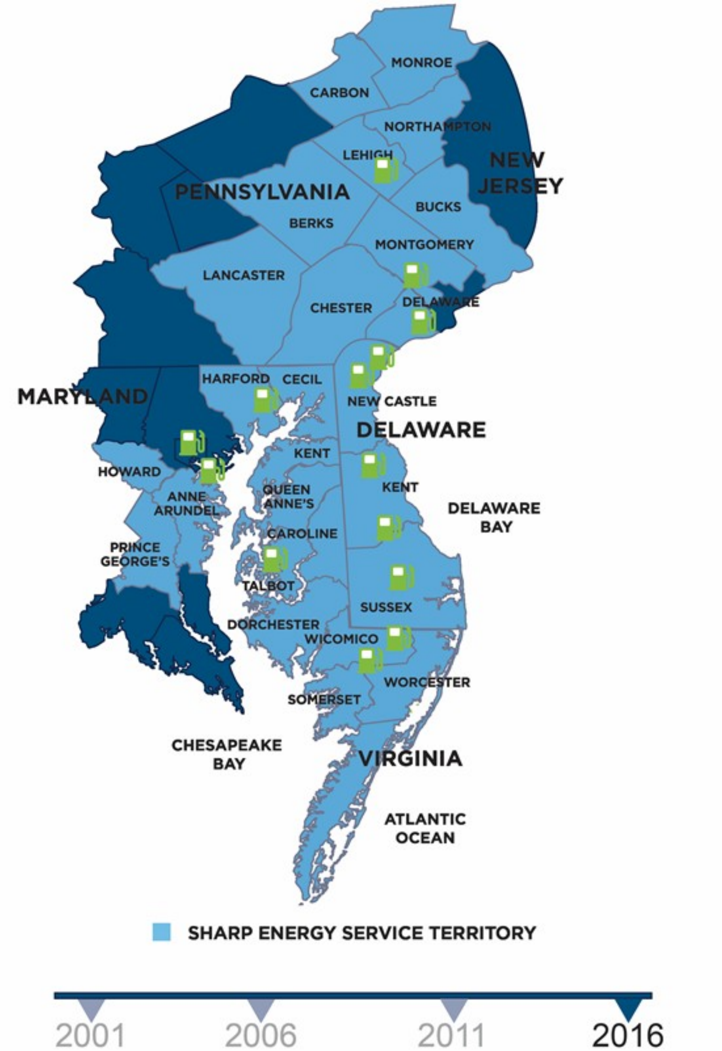
2013: Signed first AutoGas customer

2016: Opened new headquarters in Georgetown, DE

Business Unit Overview

Sharp Energy Growth Story

- Continued growth of propane distribution service
- Service territories include Delaware, Maryland, Virginia and Pennsylvania with 9 locations throughout those regions
- Growth of residential, commercial, industrial, agricultural and AutoGas markets
- Propane storage capacity in excess of 3 million gallons; more than any other propane provider on the Delmarva Peninsula
- Named one of the Top 50 National Propane Retailers by LP Gas magazine in 2016



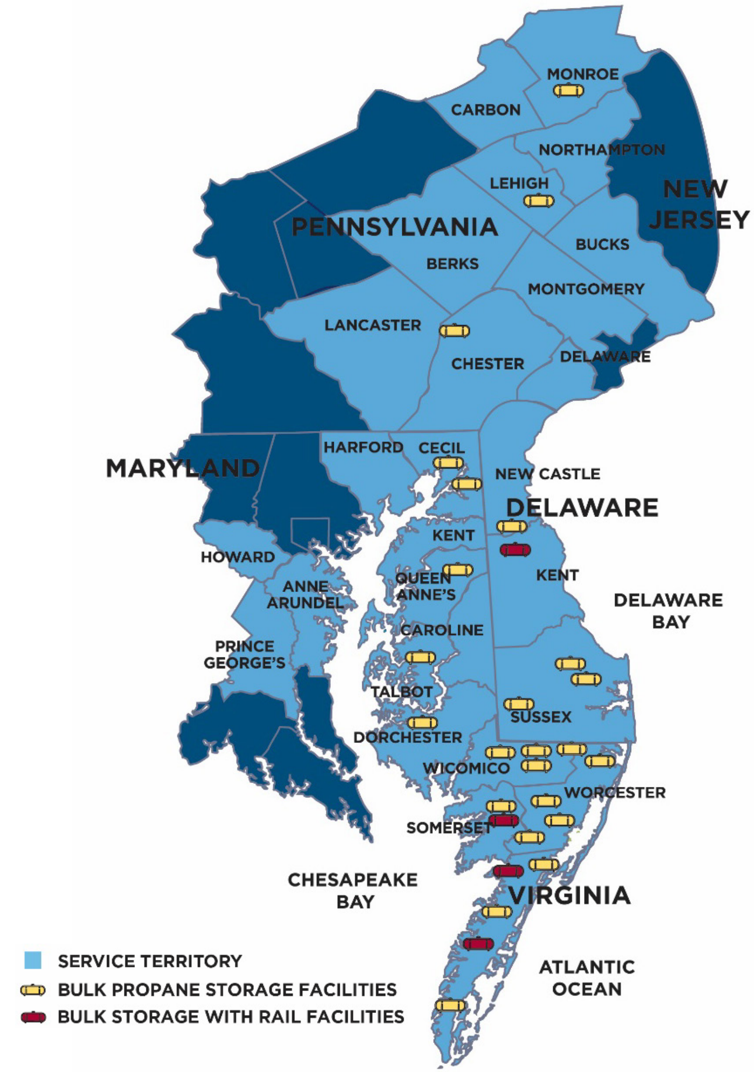
Supply Infrastructure
Sharp Energy

28 bulk storage locations throughout DE, MD, PA and VA

Over 3M gallons on-site storage

4 rail facilities
- Dover, DE
- Princess Anne, MD
- LeCato, VA
- Belle Haven, VA

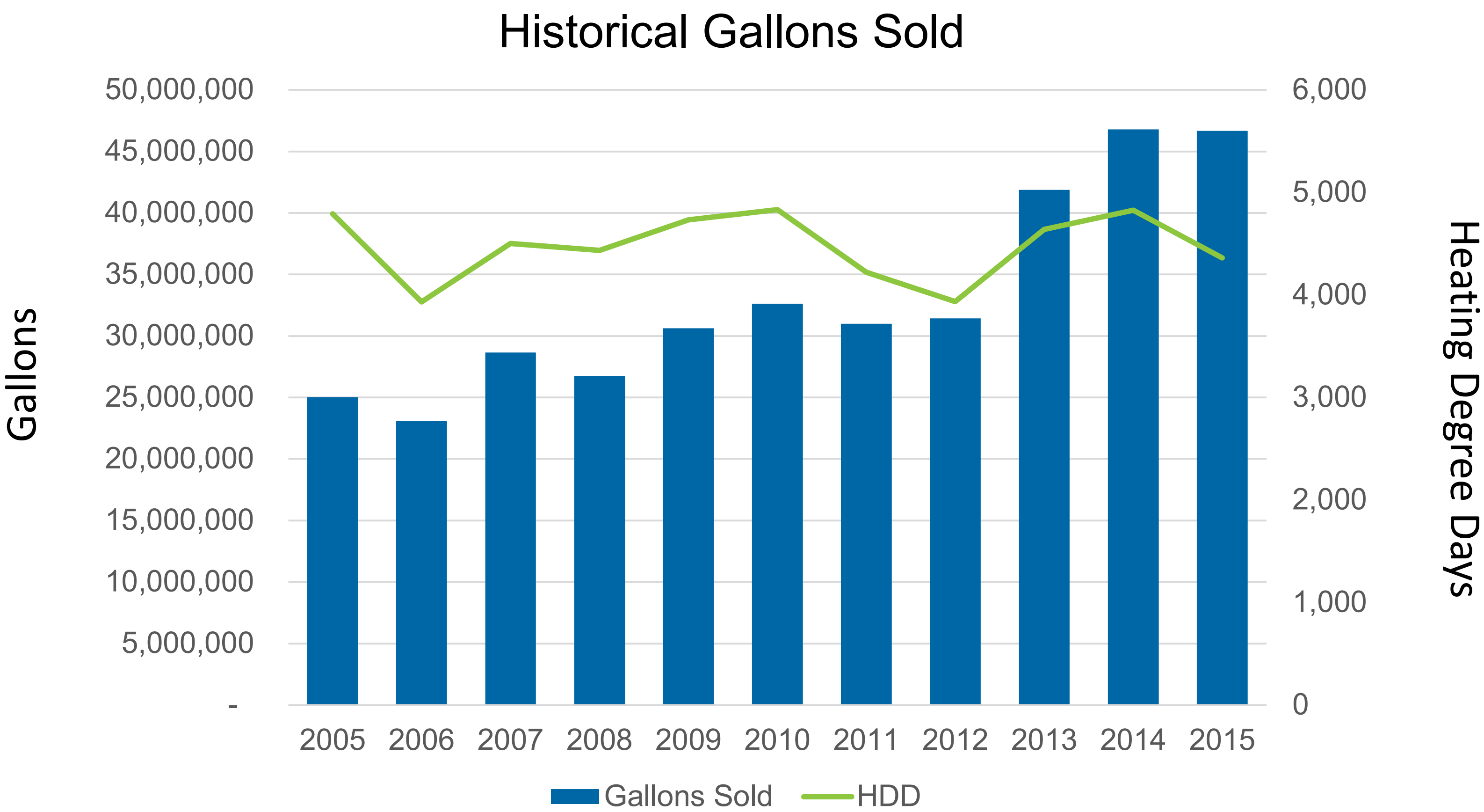
Dedicated supply department
Long-term contracts/hedging capabilities



Georgetown Headquarters
Sharp Energy

- Grand opening held in June 2016
- Houses 50 employees from various departments
- 120,000 gallon bulk storage capacity
- AutoGas fueling station

Market Profile - Sales Gallons
Sharp Energy



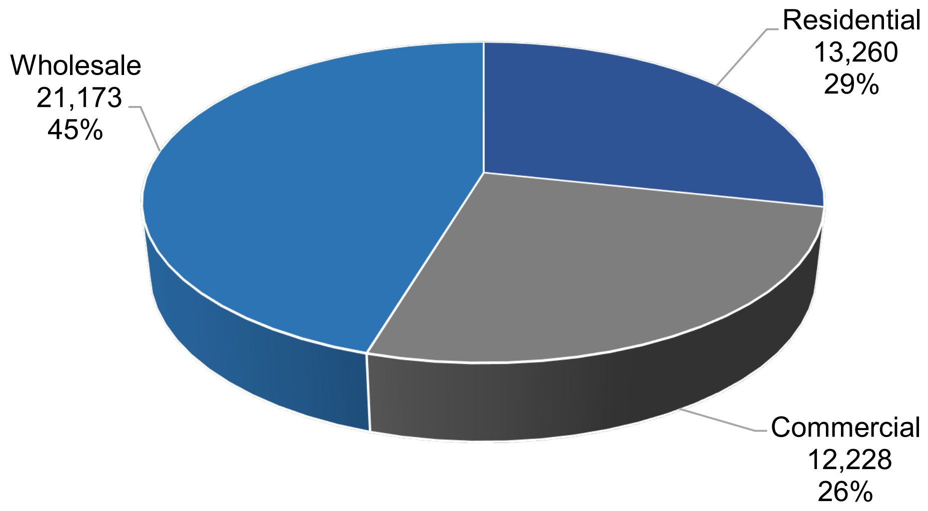
Market Profile - Sales Volumes

Sharp Energy

Annual Gallons Sold by Category

Gallons *(in thousands)*	2011	2012	2013	2014	2015
Residential	11,355	9,738	12,510	13,786	13,260
Commercial	9,969	8,621	10,482	11,554	12,228
Wholesale	9,679	13,082	18,885	21,454	21,173
Total	31,003	31,441	41,877	46,794	46,661

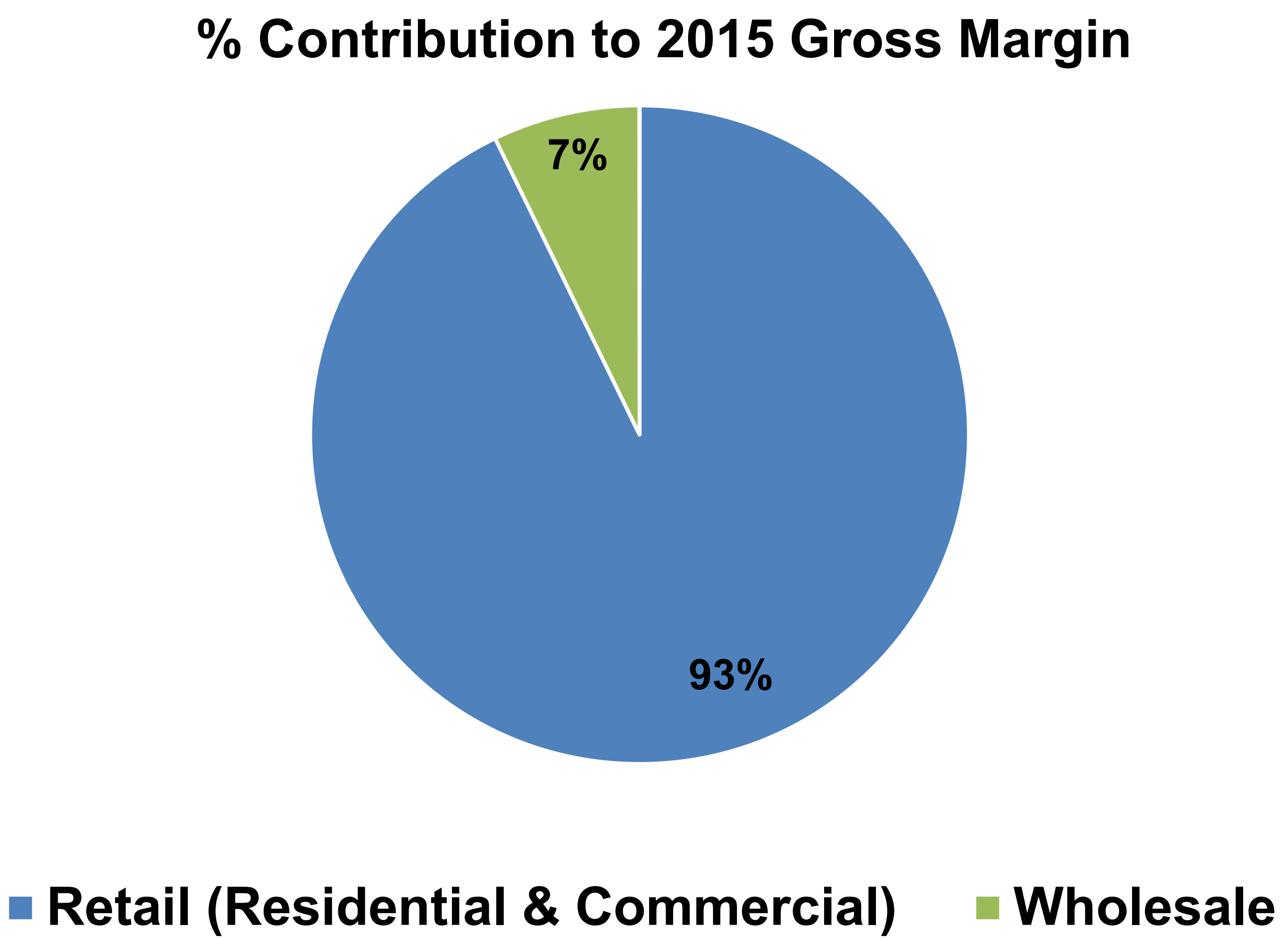
2015 Gallons Sold by Category



- Western Shore expansion expected to add 1.1M gallons over the next 3 years
- New CGS systems expected to add 1M gallons once fully completed
- AutoGas growth will add approximately 1.2M gallons through 2017
- Conversions from oil to propane will add over 3M wholesale gallons annually
- Opportunities of oil to propane conversions will yield additional gallon sales for Sharp and present future opportunities to convert the customers to natural gas upon expansion of the pipeline

Margin Components

Sharp Energy



Strategic Initiatives

Sharp Energy

Retail Growth
Oil to Propane Conversions

- Initial conversion of oil customers to propane

Propane AutoGas Growth

- Developing start-up operation to focus on AutoGas growth along the I-95 corridor
- Start-up operation in Anne Arundel County, Maryland

CGS Growth

- New systems will add 1M gallons upon completion/build-out
- CGS highlights for YE December 2015
  - 63 CGS developments
  - 3.7M gallons
  - 8,255 customers

Strategic Initiatives

Sharp Energy

AutoGas

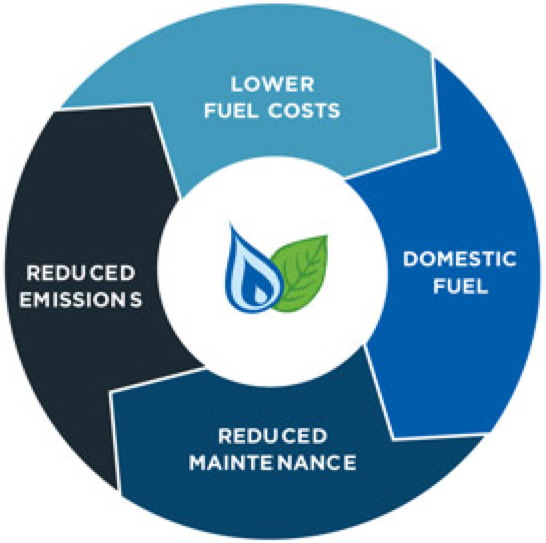
- Propane AutoGas is the most popular alternative fuel worldwide
  - 3rd most widely used vehicle fuel in the world with 18 million vehicles (behind gasoline and diesel)
- Attractive option for school bus fleets, transit agencies and law enforcement
- Sharp Energy is constructing a network of semi-public fueling stations along major corridors in Delaware, Maryland and Pennsylvania
  - Current network consists of 9 stations
  - Will increase to 11 stations by the end of 2016
- Sharp Energy is at the forefront of this new technology in our region

Sharp AutoGas (Year 5 Build Out)	
Current Customers	
# of Customers	20
# of Vehicles	803
Annual Gallons	2.9M
Under Contract (additional)	
# of Customers	25
# of Vehicles	513
Annual Gallons	1.2M

CONVERTING FLEET VEHICLES TO PROPANE AUTOGAS?

ECONOMICAL

- Less expensive than gasoline
- Cleaner burning = fewer oil changes



CLEAN

- 12% less carbon dioxide
- 30% less carbon monoxide
- 35% less hydrocarbons
- 60% less NOx

DOMESTIC

- Almost 98% of Alliance AutoGas' propane vehicle fuel is produced in the U.S.

AutoGas
Sharp Energy

Less Expensive, Lower Entry Costs

Significant Savings

- Lower Fuel Costs – historically, AutoGas is significantly less than gasoline or diesel, **averaging $1.00 less per gallon than regular unleaded gasoline.**
- Reduced Maintenance – vehicles operating on AutoGas require less frequent maintenance, fewer oil changes and have extended engine life. AutoGas vehicles run on 105-110 Octane.

Low Cost Infrastructure and Conversion

Relative to other alternative fuels: compared to ethanol, electric and natural gas

- Low cost refueling infrastructure for an AutoGas fueling station provides easy entry with scalable growth.
- For fleets interested in converting existing vehicles, the cost of AutoGas conversion is very affordable. Depending on amount of fuel consumed per vehicle, average ROI is less than 3 years.

AutoGas

DART – Converting Delaware's Buses to Propane

- Economic benefits
  - First five AutoGas-fueled buses
    - Traveled 450,000 miles with no fuel system-related failures
    - Produced significant fuel cost savings for customer
- Environmental benefits
  - Each bus reduces more than 91,000 pounds of CO2 over its lifetime (compared to gasoline)
  - AutoGas vs. gasoline
    - Reduces greenhouse gases up to 25%
    - Creates 60% less CO
    - Fewer particulate emissions
- Delaware Authority for Regional Transit (DART)

Community Gas Systems

Sharp Energy

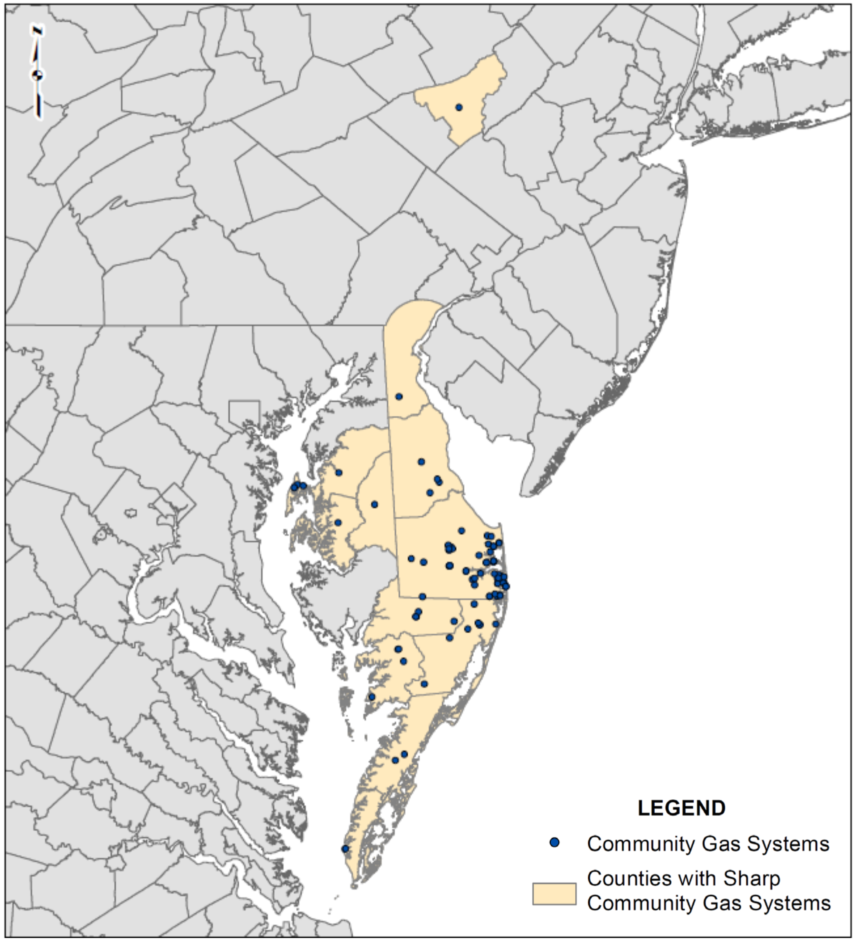
1996: The first underground piped propane system was constructed by Sharp Energy's parent company, Chesapeake Utilities, in 1996 for the Plantations development in Lewes, DE to serve 375 homes

2002: The Community Gas Systems division of Sharp Energy was formed in 2002 to provide the conveniences of a metered delivery system to communities where natural gas was not available

2003: Began construction on the largest community served by a Community Gas System, Americana Bayside, in Selbyville, DE with a total 1,700 homes and businesses

2007: Sharp Energy Community Gas Systems installed over 2,600 meters for newly constructed homes between 2007 and 2011; an average of over 500 per year

2016: As of June 2016, the combined storage capacity for all active CGS communities exceeded 827,000 gallons of propane, and served 64 CGS systems and 8,476 customers



Community Gas Systems

Sharp Energy

Benefits of a CGS™ Propane Distribution System

- Safe and cost effective for the customer
- Central fuel storage for more attractive neighborhoods
- One-on-one personal on-site builder services from the CGS™ Propane Distribution Systems team of experts
- Reduction of gas delivery traffic
- Expert installation and maintenance
- Easy conversion to natural gas
- Improves homeowner's lifestyle by providing options for gas generators, gourmet cooking indoors and outdoors, deck heaters, lighting, pool and spa heating

Florida Business Overview

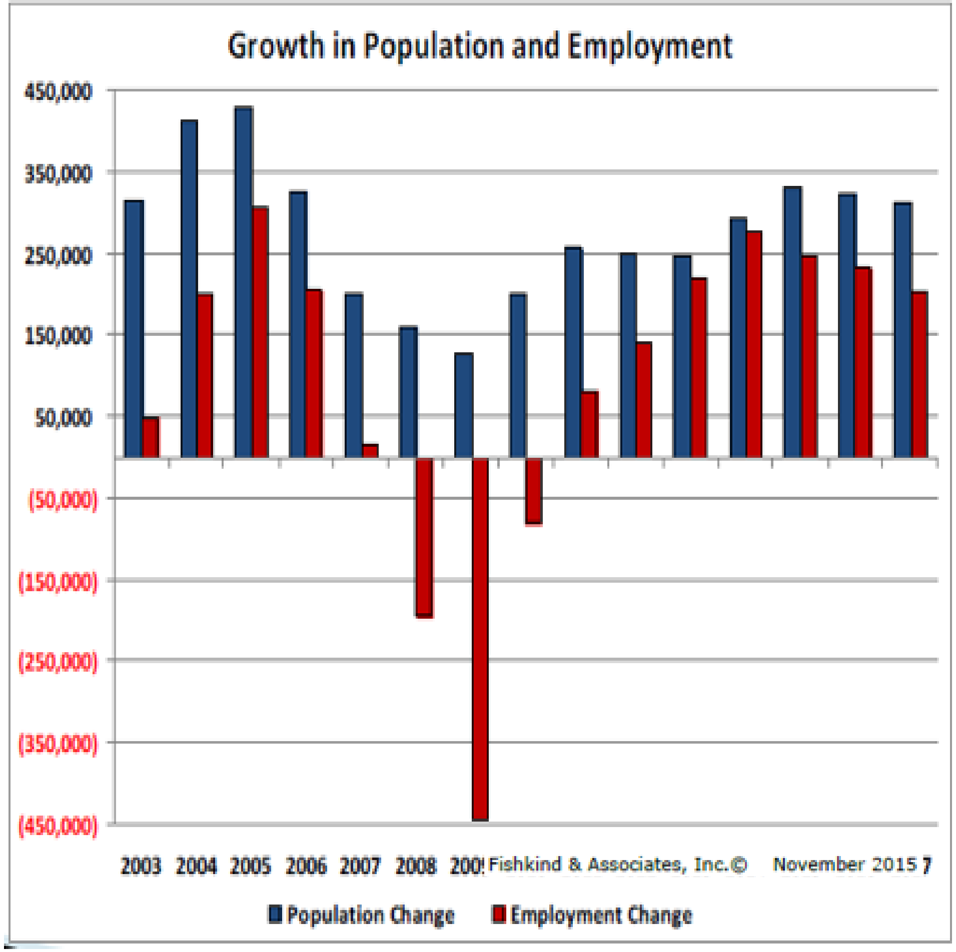
Florida Market Environment

- **Economic recovery continues**
  - 4th largest economy in the US
  - 18th largest global economy
- **Population growing 1,000 per day**
  - 20 million current population (3rd most populous state)
  - 26 million projected population by 2030
- **Tourism continues to climb**
  - 100 million annual tourist visitors
- **Transportation and logistics growing in importance**
  - 15 deep water ports
  - 19 air cargo airports
  - Several intermodal transportation facilities

Florida Market Environment

Population and Employment

- Population growth drives the Florida economy
- Florida growth exceeds all states except Texas
- Continued significant in-migration from Central and South America – along with increased foreign investment
- Primary employment increases in construction, tourism and the health care industry

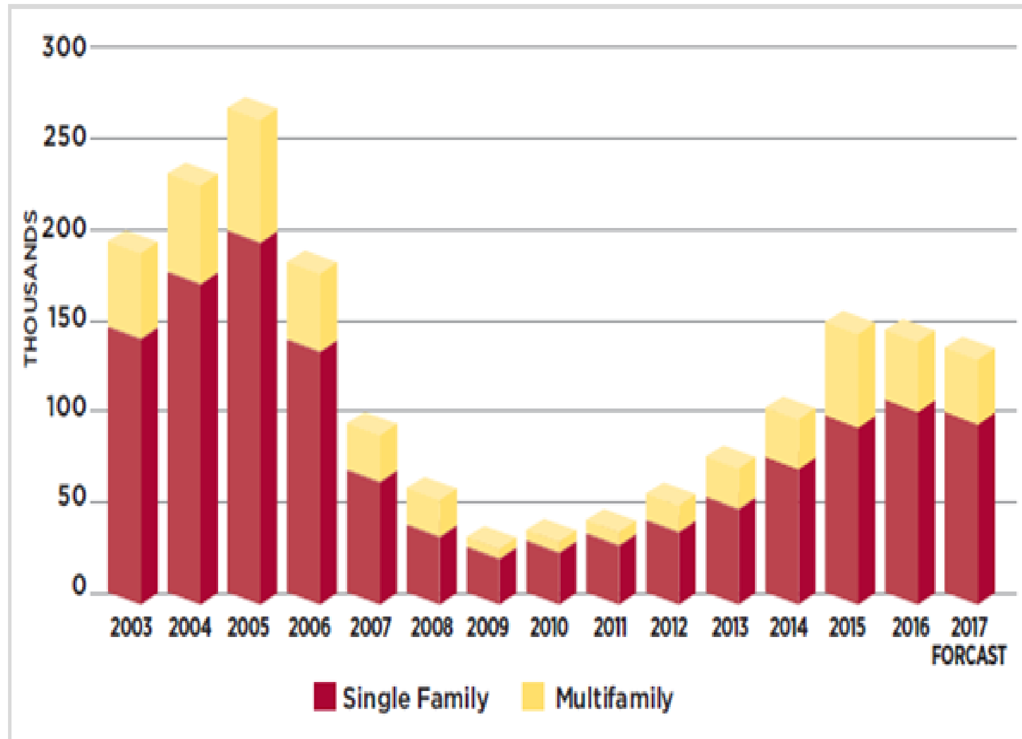


Florida Market Environment

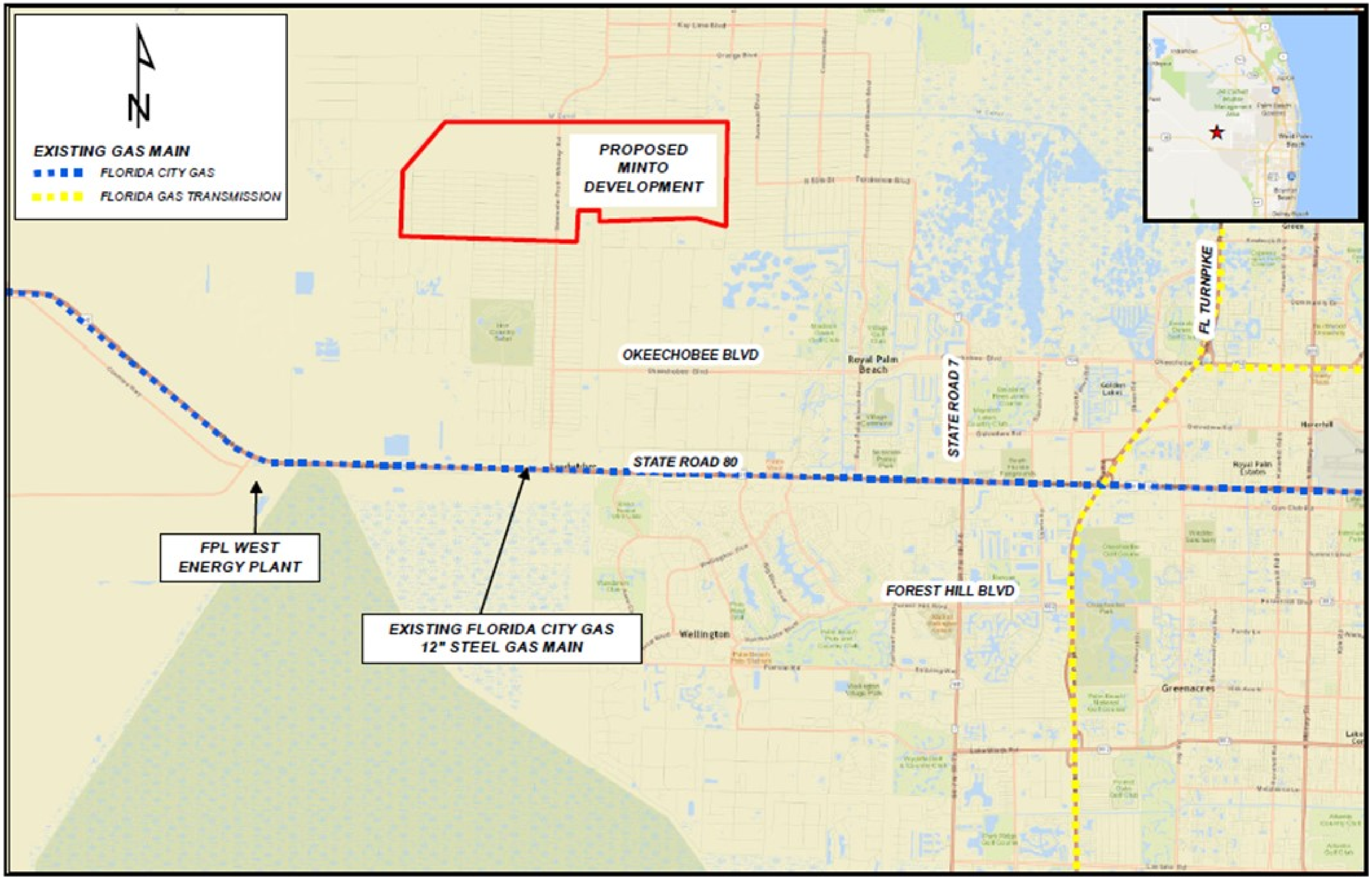
Residential Construction

- Population growth drives the home construction market
- Foreclosure rates have returned to “normal” levels – clearing the market for new construction
- Low mortgage rates – although forecasted mortgage rate increases slow development in 2017
- Significant jump in multi-family starts – especially urban high rise units
- Large planned community developments

Housing Starts



Minto Development - Palm Beach Co



Minto Development

Wildlight Development - Nassau County

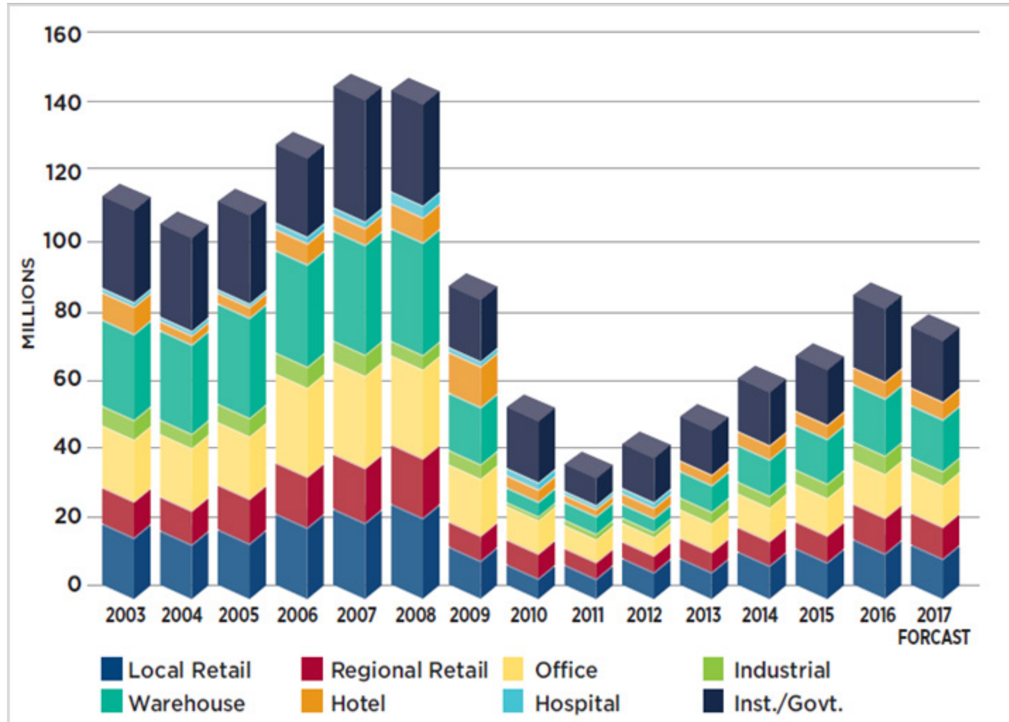
Wildlight Development

Florida Market Environment

Non-Residential Construction

- Non-residential construction activity continues to increase
- Led by government and public institutional projects, warehousing and office space development
- Significant gains in hotels, medical, retail and industrial
- Non-residential forecast also includes interest rate impacts that slow the market in 2017

Added Square Feet of Non-Residential New Construction



Florida Regulatory/Political Climate

- **Governors race in 2018**
  - Current Governor Rick Scott - pro business
  - Adam Putnam - current Agriculture Commissioner is likely front runner
  - Impact on PSC - could see a slight shift toward consumer focus
- **Florida Public Service Commission (FPSC) structure**
  - 5 full-time Commissioners, appointed by Governor and confirmed by Senate
  - Re-nomination of PSC Commissioners (3 in 2017)
- **Light-handed FPU regulation by FPSC**
  - Exception for safety and compliance issues - FPSC is tightening inspection process and issuing many more violations
  - Pipelines (PPC/Eight Flags to FPU/CFG) - positive outcomes
  - PPC - negotiated rates; no COS rate regulation
  - FPU has exceptionally good relationship with FPSC and OPC staff
  - FPL has filed for rate increase; Gulf Power in 2017

Florida Regulatory Snapshot

- **Recent rate filings**

Business Unit	Effective Date	Amount	ROE*
FPU Electric	11/1/2014	$3,750,000	10.25%
FPU Natural Gas	1/14/2010	$7,969,000	10.85%
CFG Natural Gas	1/14/2010	$2,546,300	10.80%

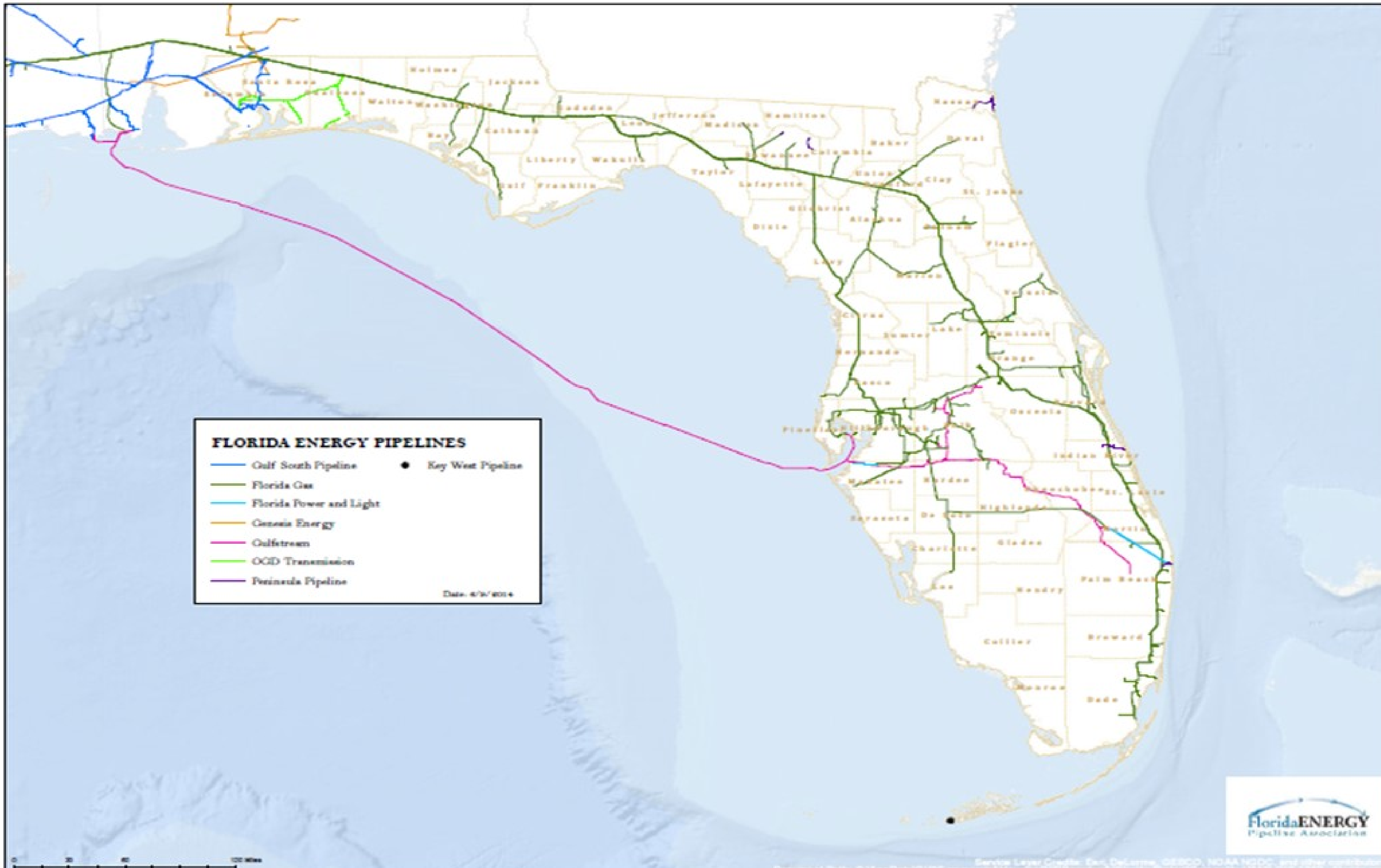
*100 Basis point range in Florida

- **Cost recovery mechanisms**
  - Gas Reliability Infrastructure Program (GRIP) Surcharge
  - FPL Interconnect - Recovery in fuel clause
  - Environmental Cost Recovery
  - Energy Conservation Cost Recovery
  - Capacity Cost Allocation
  - Area Expansion Program

Florida Energy Industry

- **Industry evolution**
  - TECO/Emera, AGL/Southern, Piedmont/Duke
  - Southern Company 50% acquisition of SONAT pipeline
  - Spectra/FPL Sabal Trail pipeline permitting underway at FERC - late 2017 in-service projected
  - FPL developing a transmission pipeline business
  - CPK, FGT, FPL, AGL, TECO all trying to find a way to build a gas transmission project into South Florida
  - Emerging LNG transportation market
- **Electric industry remains long capacity**
  - Wholesale pricing is half of 2007 levels

Natural Gas Transmission Pipelines in Florida



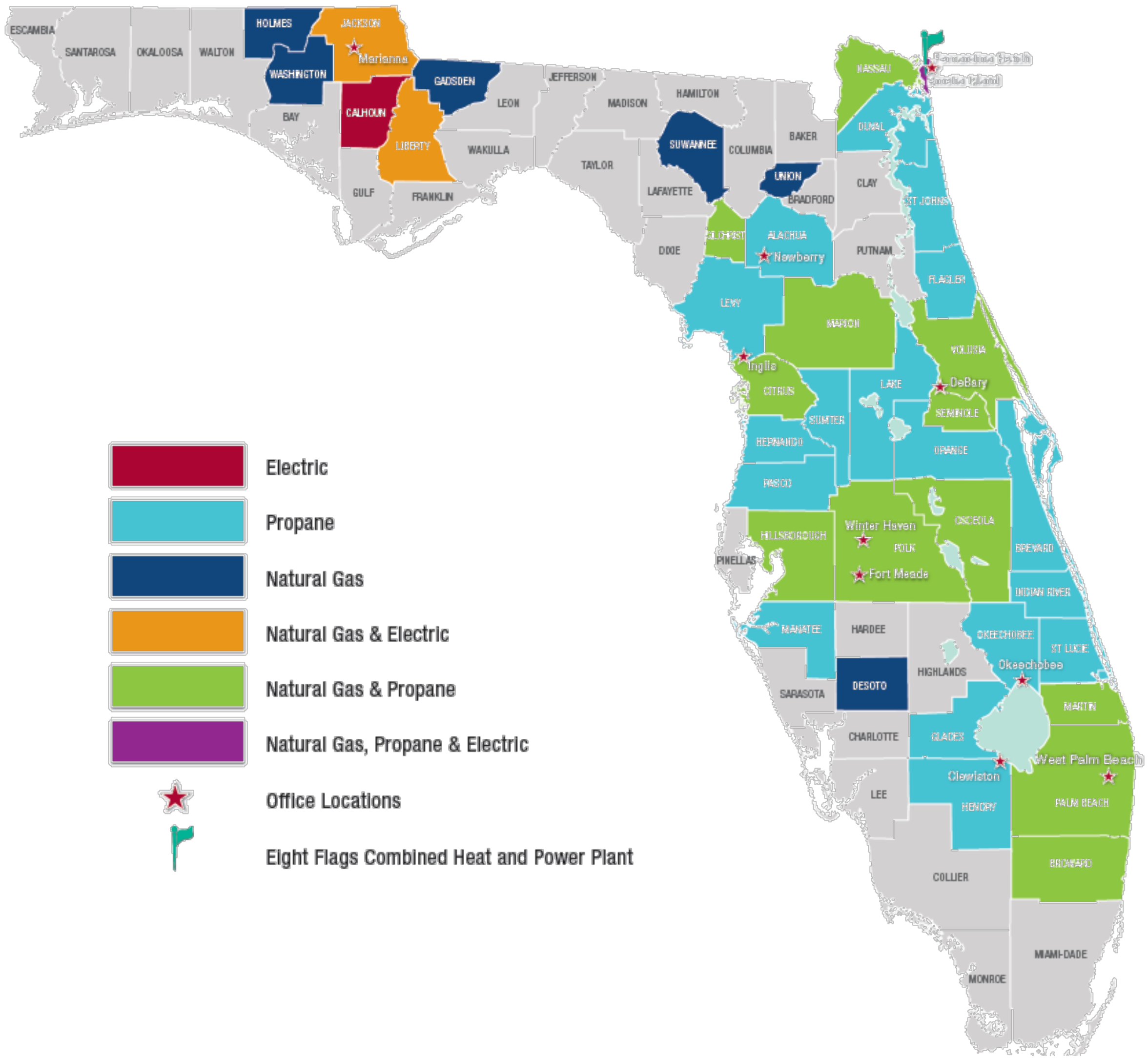
Florida Business Unit Profile

Operating Units

- **Florida Public Utilities Company**
  - Natural gas distribution
  - Electric distribution
- **Central Florida Gas**
  - Natural gas distribution
- **Peninsula Pipeline Company**
  - Intrastate gas transmission
- **Flo-Gas Corporation**
  - Wholesale and retail propane
- **Eight Flags Energy, LLC**
- **Unregulated Energy Services**
  - Home warranty, surge protection, appliance sales and services

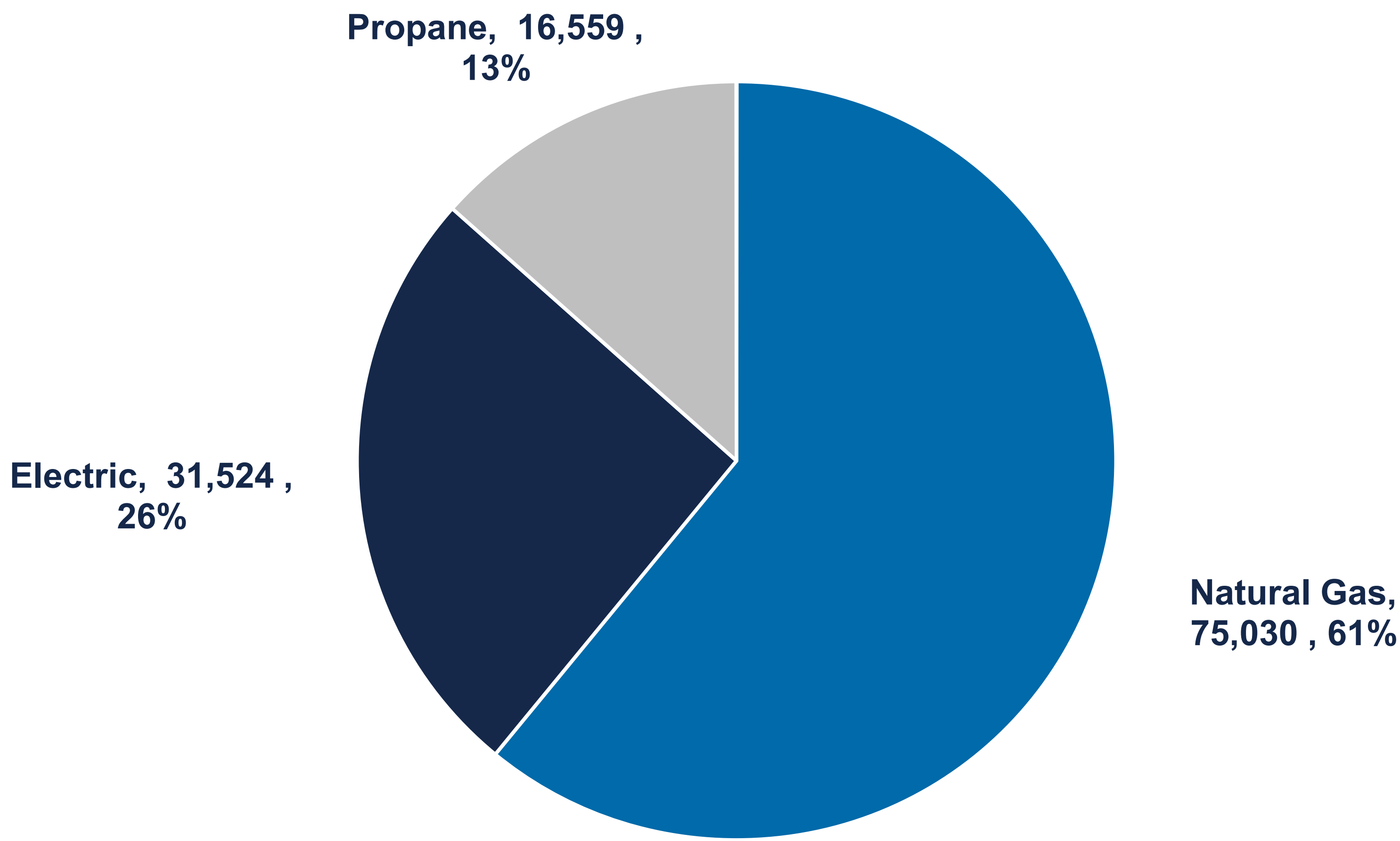
Florida Business Unit Profile

Service Territories Map



Florida Business Unit Profile

Customers*



* Average Customers as of May, 2016

Florida Business Unit Profile

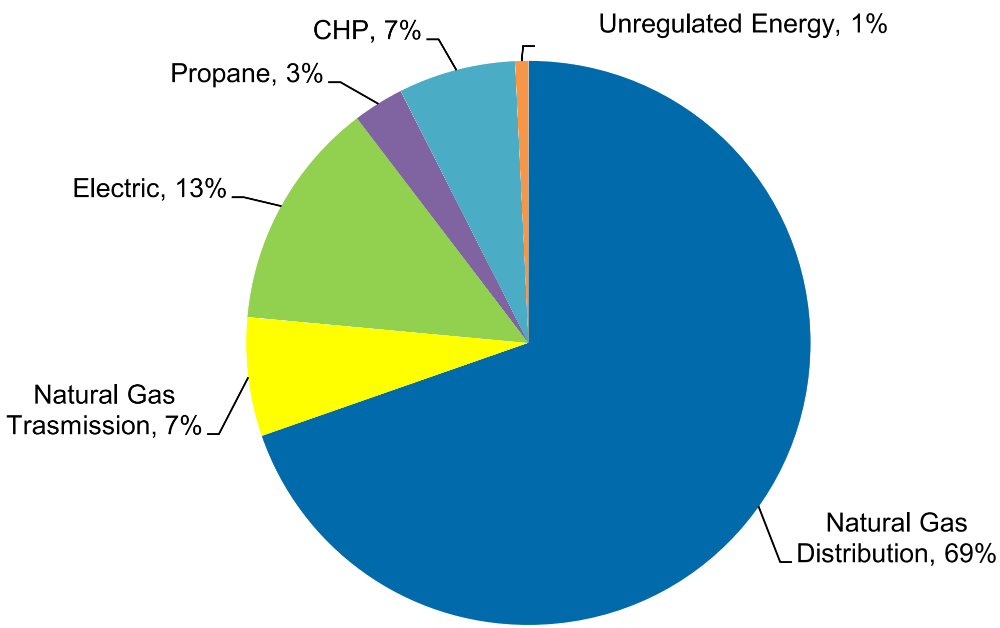
Top 25 Customers

	Account Name	Business Unit	Margin
1	FPU ELECTRIC (2017 Projection)	EIGHT FLAGS	
2	FPU - NASSAU COUNTY	PPC	
3	RAYONIER STEAM (2017 Projection)	EIGHT FLAGS	
4	FPU - HAINES CITY GAS SYSTEM	PPC	
5	EIGHT FLAGS	PPC	
6	SOFIDEL	CFG	
7	AGL INDIAN RIVER CO.	PPC	
8	ATLAS SOUTHEAST PAPERS, INC	FPU	
9	EIGHT FLAGS	FPU	
10	CITY OF LAKE WORTH 30YR AGMT	FPU	
	Subtotal		$ 18,110,397
11	POLK POWER PARTNERS/DEVI	CFG	
12	PALM BEACH RESOURCE RECOVERY	FPU	
13	NEW ENGLAND FERTILIZER CO	FPU	
14	FPU - WILLIAM BURGESS	PPC	
15	WEST ROCK	ELECTRIC	
16	DART CONTAINER CORP	CFG	
17	P B BOTTLING WORKS	CFG	
18	SOUTH FLORIDA MATERIALS	FPU	
19	JAMES HARDIE BLDG PRODUCT	CFG	
20	SUWANNEE PRISON	PPC	
21	FL DISTILLERS	CFG	
22	BOCA RESORTS, INC	FPU	
23	COMMUNITY ASPHALT OHL GROUP	FPU	
24	INTEGRYS TRANS FUELS LLC	CFG	
25	KLAUSNER	PPC	
	Subtotal		$ 5,215,086
	Total		**$ 23,325,483**

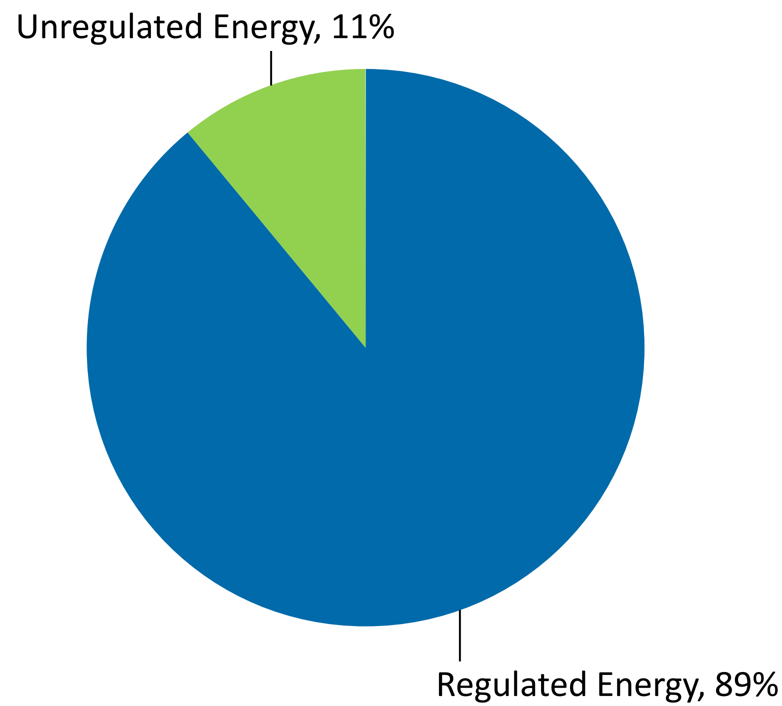
Florida Business Unit Profile

Average Capital Investment*

By Operating Unit



By Segment

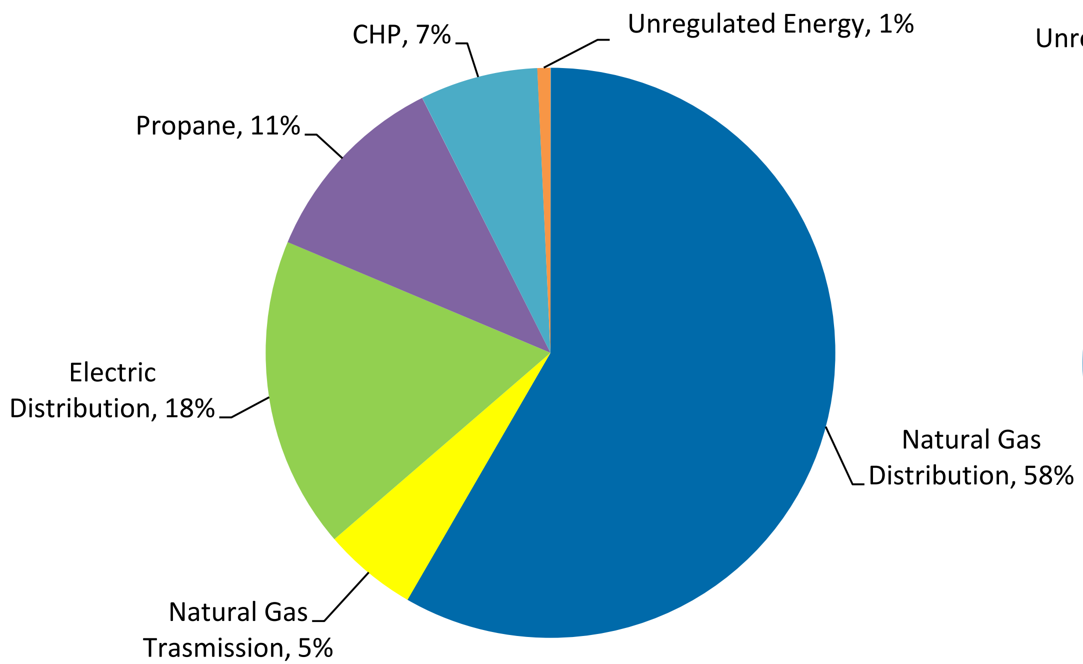


*** Average Capital Investment as of June, 2016**

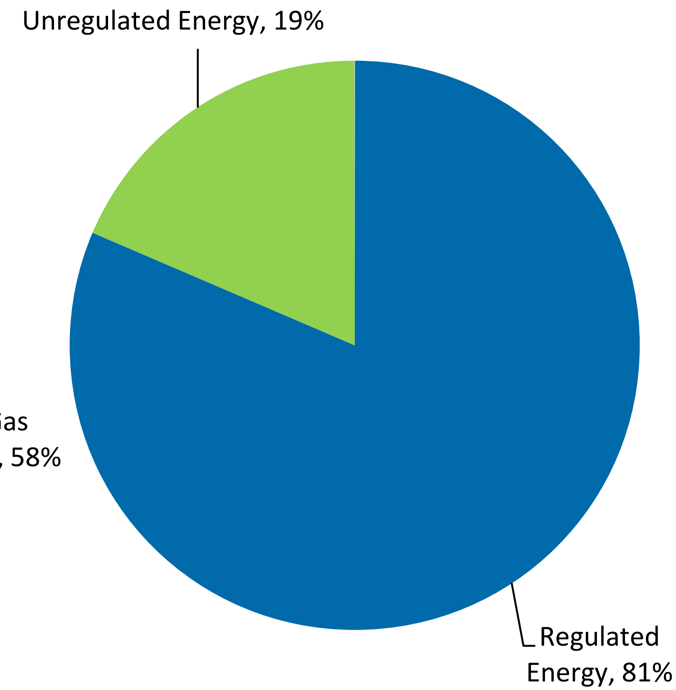
Florida Business Unit Profile

Gross Margin Contribution*

By Operating Unit



By Segment



*** Estimated 2017 Gross Margin**

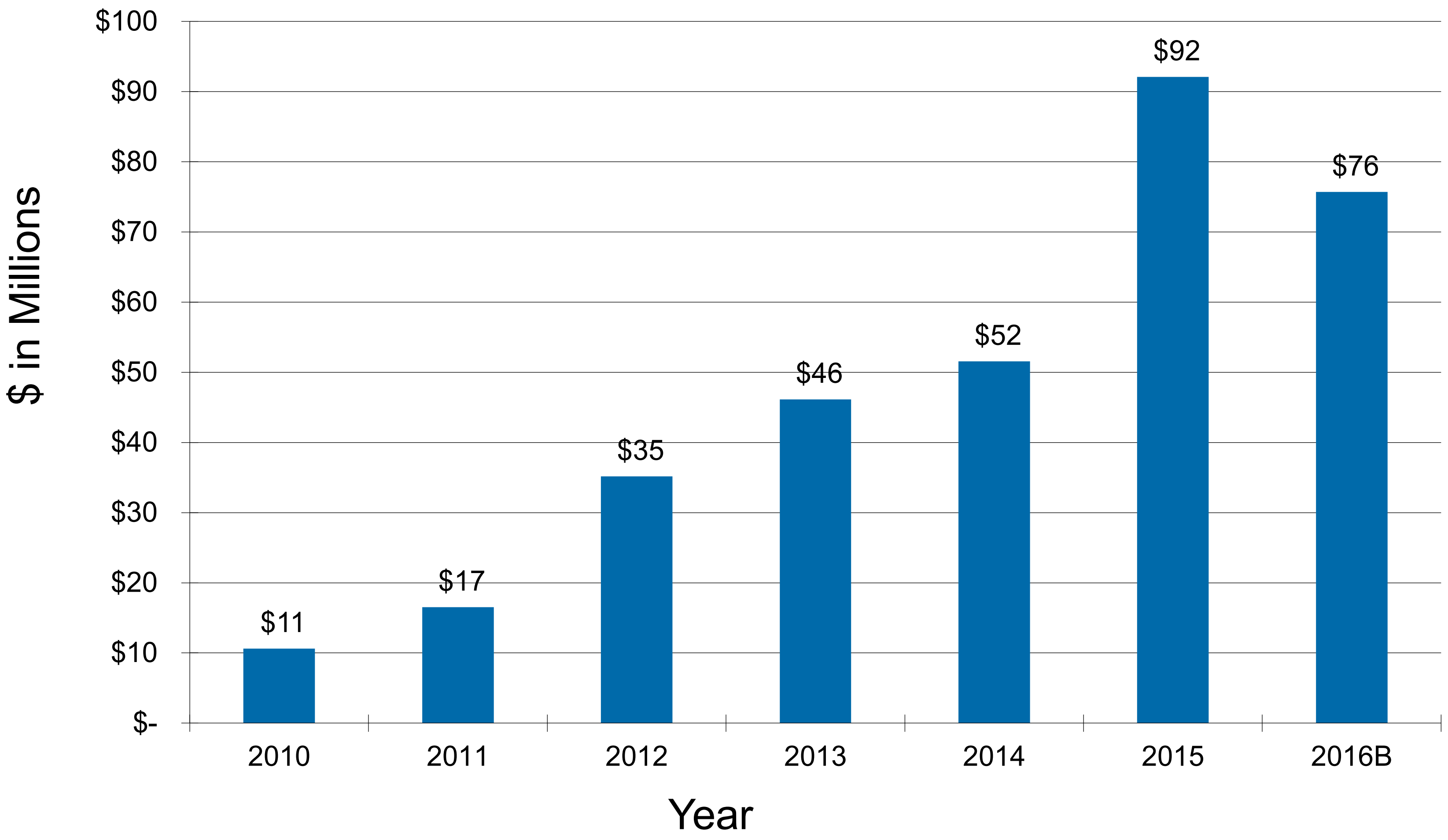
Florida Business Unit Profile

Key Facts

- **325 employees**
- **7 unions**
- **10 office locations**
- **2,819 miles of natural gas mains**
- **55 city gate stations/transmission interconnects**
- **796,000 gallons of bulk propane storage**
- **Electric wholesale/PPA agreements**
  - JEA (expires 12/31/2017)
  - Southern/Gulf Power (expires 12/31/2019)
  - Request For Proposal pending
- **20 miles of electric transmission**
- **889 miles of electric distribution**

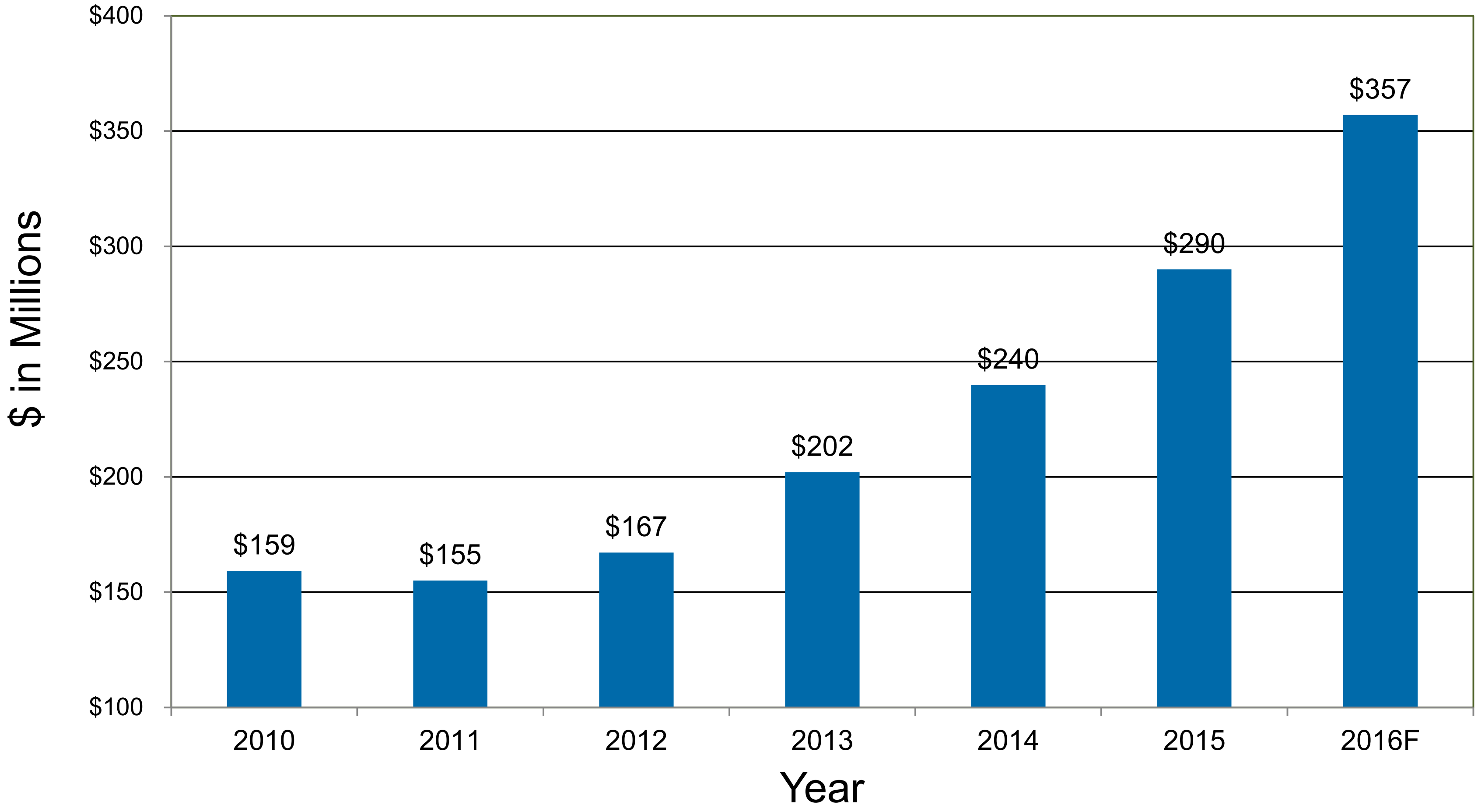
Florida Performance Results

Capital Expenditures



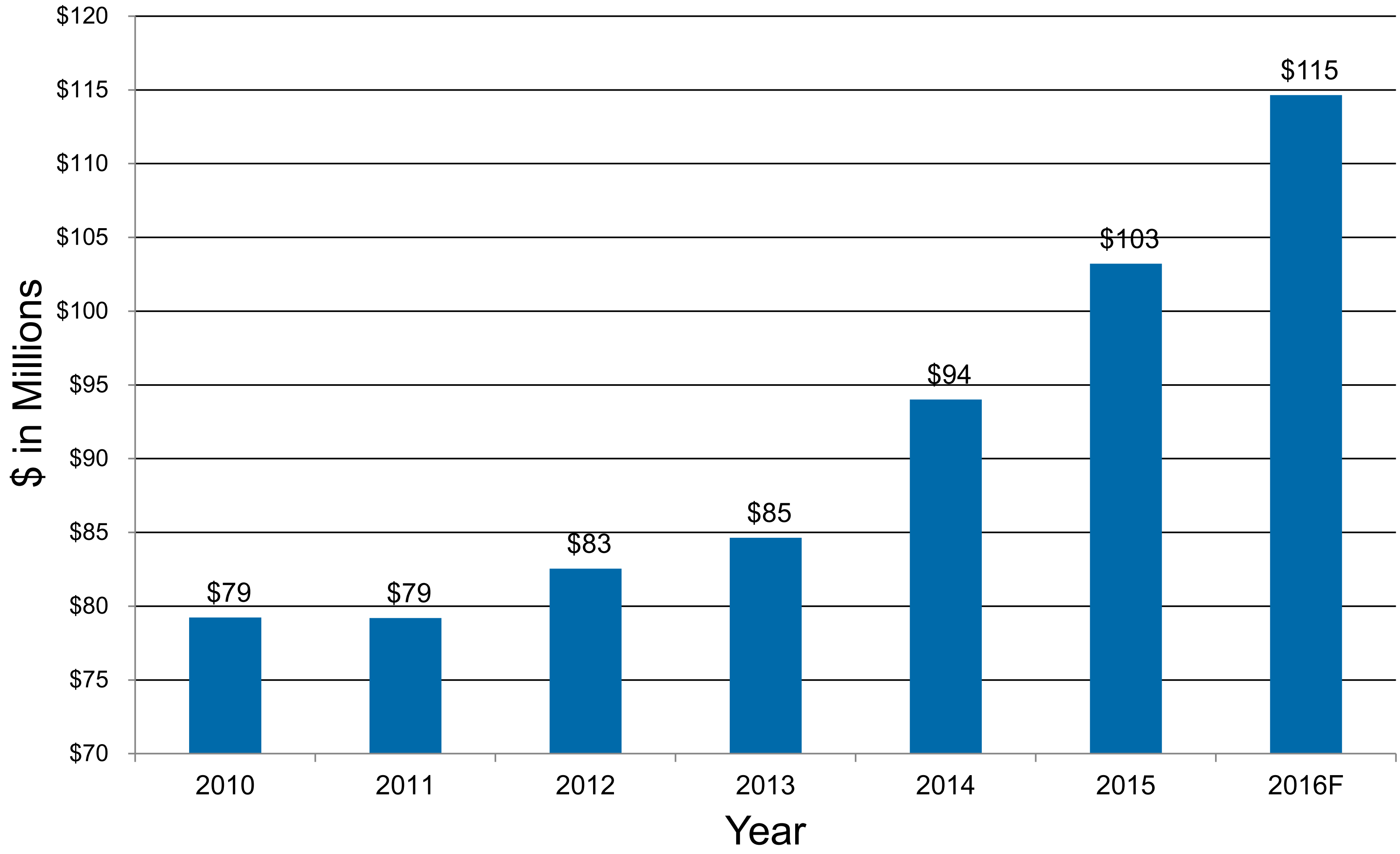
Florida Performance Results

Average Capitalization



Florida Performance Results

Florida Consolidated Margin

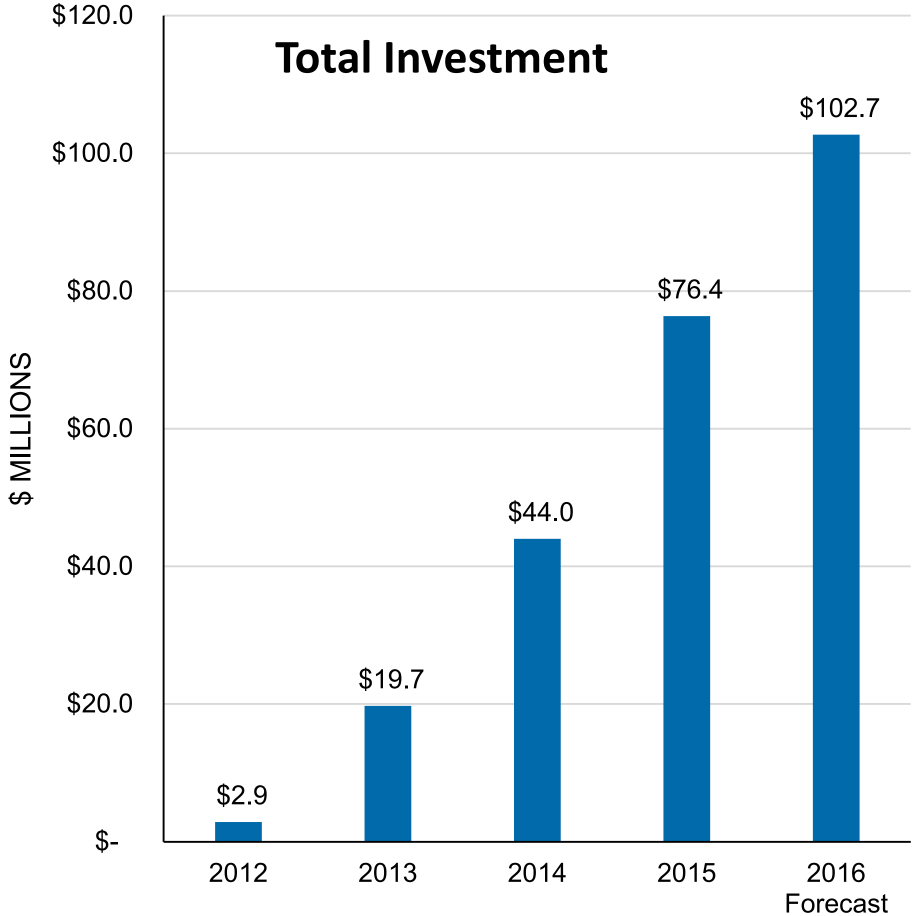


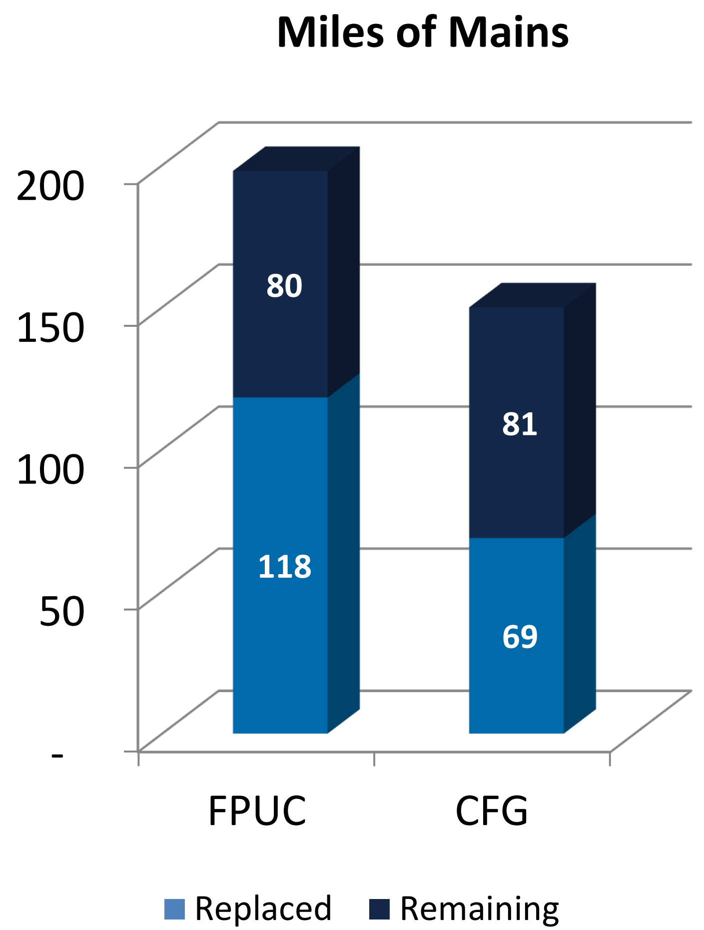
Florida Strategic Evolution

1. **Post merger integration**
   - Consolidate systems, process, procedures
   - Foster a culture of safety and growth
   - Achieve synergies to enable recovery of acquisition premium
2. **Leverage existing customer growth opportunities**
   - GRIP pipeline replacement (recovery mechanism)
   - Electric reliability investments (rate case)
   - Eight Flags (cost recovery through sales to electric customers)
   - PPC pipeline extensions (gas customer fuel rates)
   - Aggressive propane margin management
3. **Greater focus on incremental customers/margins**
   - Pipeline expansions
   - New construction developments

Natural Gas Growth Strategy

- **Complete GRIP/Bare Steel Replacement Investments**





Natural Gas Growth Strategy

- **Recover non-revenue investments w/o rate case**
  - Additional reliability investments
    - Expansion of GRIP program
  - Smart meter deployment
    - Cost recovery from third party shippers
  - South Florida operations center construction
    - Seek environmental cost recovery
- **Continue aggressive revenue investments**
  - System expansions to serve new residential developments
  - Territorial expansions
  - Pipeline projects
  - Seek joint ownership pipeline opportunities
  - Municipal system acquisitions
- **Continue a proactive regulatory strategy**
- **Manage regulatory compliance environment**
- **Manage rate impact on customers**

Rate Impacts

Natural Gas Residential Bill Comparison

2016

* Based on 21 Therms

		FPUC		CFG		Florida City Gas		Peoples Gas	
		Rate	Charge	Rate	Charge	Rate	Charge	Rate	Charge
Customer Charge	$ per bill	11.00	$ 11.00	19.00	$ 19.00	8.00	$ 8.00	15.00	$ 15.00
Base Energy Charge	$ per therm	0.49828	$ 10.46	0.46310	$ 9.73	0.56213	$ 11.80	0.26782	$ 5.62
PGA/Cost of Gas	$ per therm	0.65000	$ 13.65	0.81538	$ 17.12	0.72882	$ 15.31	0.96064	$ 20.17
Conservation	$ per therm	0.14796	$ 3.11	0.22795	$ 4.79	0.15163	$ 3.18	0.06421	$ 1.35
GRIP	$ per therm	0.26393	$ 5.54	0.08568	$ 1.80	-	$ -	0.02137	$ 0.45
			$ 43.76		**$ 52.43**		**$ 38.29**		**$ 42.59**

Propane Growth Strategy

- **Aggressive margin management**
- **Enhanced sales effort**
  - Replace gallons converted to natural gas
  - Introduction of new products and services
  - Agricultural market
  - AutoGas market
- **Territorial expansion**
  - Acquisition
  - Expand existing service areas
  - Start-up areas close to existing operating units
- **Wholesale expansion**

Electric Growth Strategy

- **Reduce fuel costs**
  - Contract renegotiation
  - Access to a broader wholesale power market
  - Operate Eight Flags below avoided cost rate
- **Invest in generation**
  - Return on investment and lower power costs
- **Invest in the regulated utility**
  - Reliability
  - Energy efficiency (LED lighting)
  - FPL interconnect
- **Continue cost recovery strategy**
  - File for rate case or reliability infrastructure program to recover investments
  - Expand fuel cost recovery

Rate Impacts

Electric Residential Typical Bill

2016		FPUC Rate	FPUC Charge		FPL Rate	FPL Charge		TECO Rate	TECO Charge	
* Based on 1000 KWH										
Customer Charge	$ per bill	14.00	$	14.00	7.57	$	7.57	15.00	$	15.00
Base Energy Charge	$ per KWH	0.01960	$	19.60	0.04729	$	47.29	0.04694	$	46.94
Fuel	$ per KWH	0.10188	$	101.88	0.02580	$	25.80	0.03361	$	33.61
Conservation	$ per KWH	0.00135	$	1.35	0.00186	$	1.86	0.00191	$	1.91
Capacity Recovery	$ per KWH		$	-	0.00488	$	4.88	0.00178	$	1.78
Environmental	$ per KWH		$	-	0.00263	$	2.63	0.00432	$	4.32
Storm Recovery	$ per KWH		$	-	0.00102	$	1.02		$	-
Nuclear Recovery	$ per KWH		$	-		$	-		$	-
			$	**136.83**		**$**	**91.05**		**$**	**103.56**

		DUKE ENERGY Rate	DUKE ENERGY Charge		GULF POWER Rate	GULF POWER Charge	
Customer Charge	$ per bill	8.76	$	8.76	18.60	$	18.60
Base Energy Charge	$ per KWH	0.06901	$	69.01	0.04585	$	45.85
Fuel	$ per KWH	0.03353	$	33.53	0.03678	$	36.78
Conservation	$ per KWH	0.00325	$	3.25	0.00068	$	0.68
Capacity Recovery	$ per KWH	0.01242	$	12.42	0.00919	$	9.19
Environmental	$ per KWH	0.00184	$	1.84	0.02109	$	21.09
Storm Recovery	$ per KWH		$	-		$	-
Nuclear Recovery	$ per KWH	0.00176	$	1.76		$	-
			$	**130.57**		**$**	**132.19**

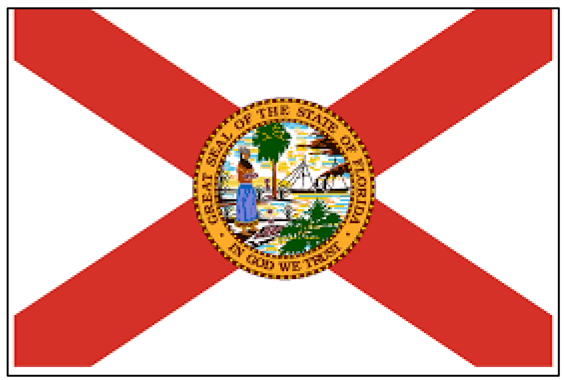
Electric Power Supply Costs

	COST Average per kWh	ACTUAL kWh 2015	ACTUAL $ 2015	PROJECTED kWh 2018	PROJECTED $ 2018
JEA	$ 0.08731	331,748,000	$ 28,966,000		
Gulf Power	$ 0.10312	314,547,000	$ 32,436,000	314,547,000	$ 32,436,000
West Rock	$ 0.04426	10,749,000	$ 476,000	10,749,000	$ 476,000
Rayonier	$ 0.05621	9,665,000	$ 543,000	9,665,000	$ 543,000
Eight Flags	$ 0.07508			166,518,000	$ 12,502,000
Rayonier	$ 0.05621			50,460,000	$ 2,836,000
10MW Block	$ 0.06400			84,100,000	$ 5,382,000
Northeast Wholesale	$ 0.08200			30,670,000	$ 2,515,000
Total		**666,709,000**	**$ 62,421,000**	**666,709,000**	**$ 56,690,000**

Estimated Net Savings $5,731,000

Florida Business Unit Summary

- Rebounding Florida economy
- Positive political/regulatory environment



- Large opportunities in under/unserved areas
- Florida: “Open for Business” Gov. Rick Scott

Eight Flags Energy

TOP WORK PLACES

CHESAPEAKE UTILITIES CORPORATION

Isle of Eight Flags

- Timucuan Indians – no flag
- French (1562 – 1565)
- Spain (1565 – 1702)
- England (1702 – 1783) Named the island after King George II's daughter.
- Spain (1783 – 1812)
- Patriot Flag (1812 – 1813)
- United States (1813)
- Spain (1813 – 1816)
- Green Cross of Florida (1817)
- Mexican Rebel (1817)
- United States (1817 – 1861)
- Confederate States (1861 – 1862)
- United States (1862 - Present)

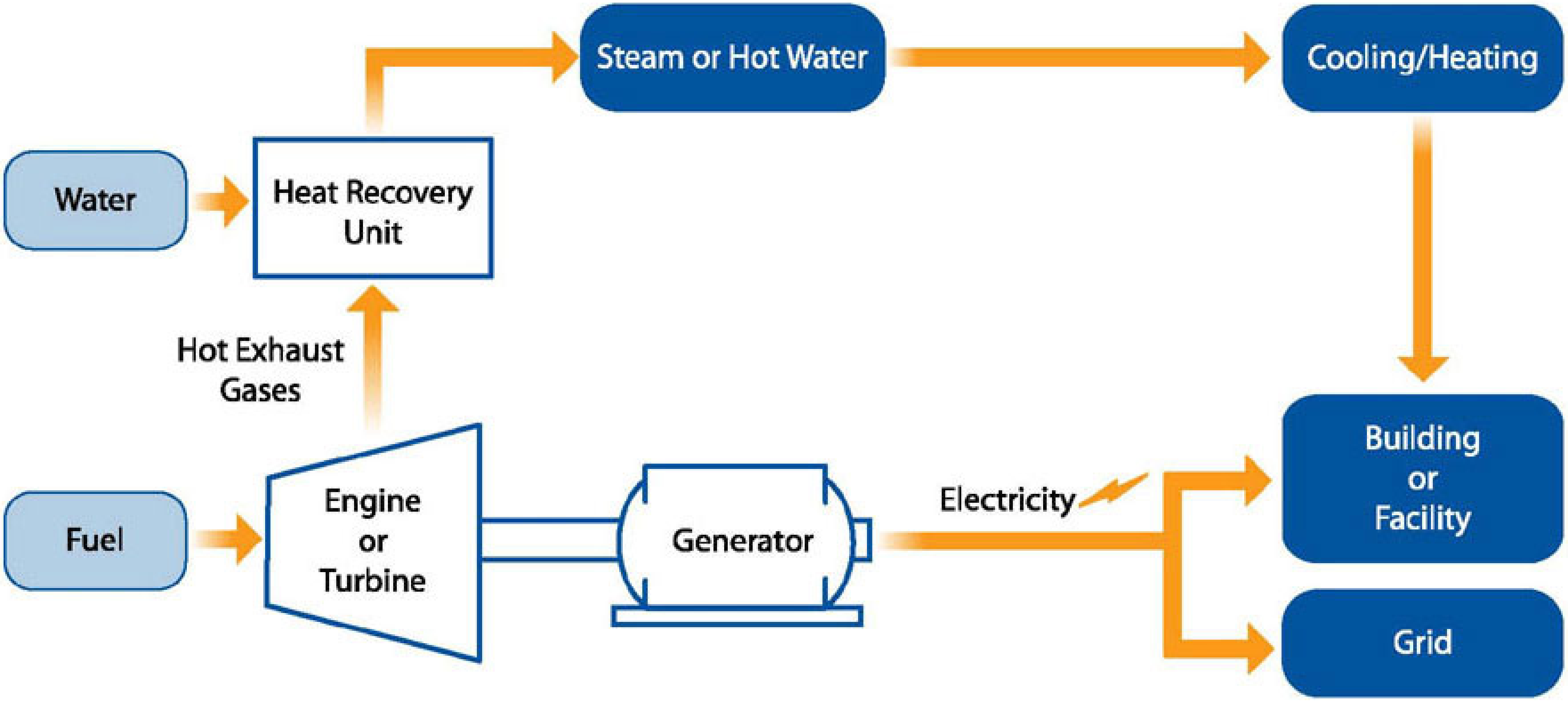
Project Background

- **2010 FPU electric rates are close to the highest in Florida.**
  - Base rate are among the lowest.
  - Fuel rates are the highest.
- **FPU is a non-generating utility.**
- **FPU Wholesale Purchase Power Agreements.**
  - Jacksonville Electric Authority (expires 12/2017)
  - Gulf Power Company (expires 12/2019)
  - Both agreements are in excess of $95 mwh.
- **Rayonier Advanced Materials paper mill on Amelia Island.**
  - 2010 announced new internal steam turbine project.
  - RYN needs additional steam for product expansion and reliability.
- **FPU gas transmission project to Amelia Island.**
  - Initial exploration of a gas boiler for RYN
  - CHP option (power to FPU; steam to RYN)

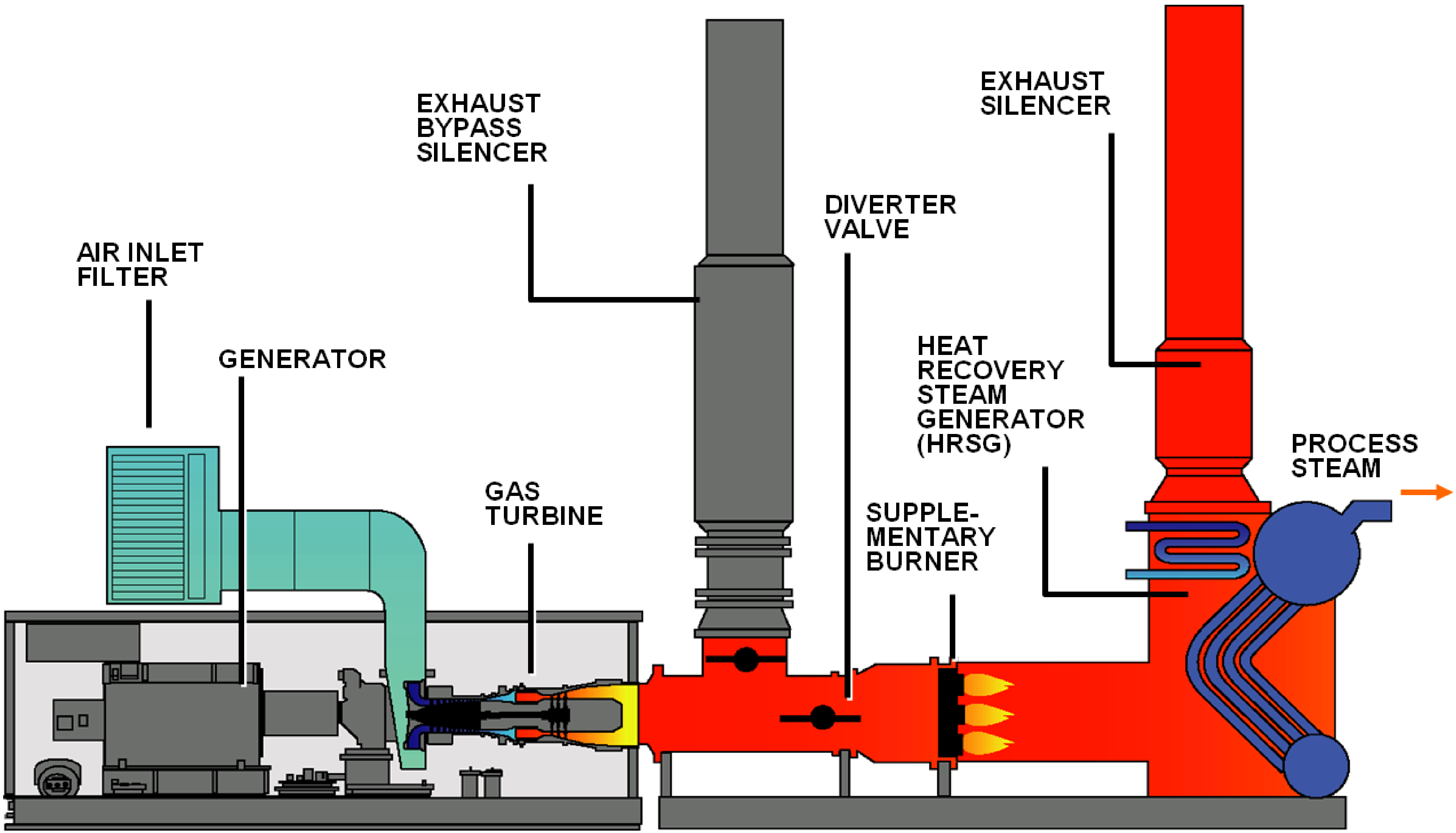
Combined Heat and Power (CHP)

- **CHP**
  - A suite of technologies that enable the concurrent production of electricity and <u>useful</u> thermal energy.
- **Topping Cycle**
  - Fuel is used first to generate electricity and the waste heat is recovered for process, heating or cooling uses.
- **Bottoming Cycle**
  - Fuel is used first to produce heat for a process load (steam for a paper mill, for example) and the waste heat is used to produce electricity (typically in a steam turbine).

Topping Cycle CHP



Topping Cycle CHP with Gas Turbine



Five Fundamental Feasibility Issues

1. **Would Rayonier agree to be the steam host?**
   - Could we design a CHP that would balance RYN's steam quantity and pressure needs with FPU's power requirements?
2. **Could a CHP plant be sited at the Rayonier mill?**
   - Air permits; construction codes; land suitability, land cost.
3. **Would the CHP power be competitive with FPU avoided costs?**
   - How would avoided costs be defined? Steam revenue credits?
4. **Could FPU receive power from the CHP given its existing Purchase Power Agreement with JEA?**
   - Full requirements PPA – preempted by a QF CHP power purchase.
5. **Would the Federal/State regulatory requirements permit a Chesapeake Utilities Corporation CHP?**
   - Ownership structure?
   - FERC efficiency and Fundamental Use Tests.

Rayonier Amelia Island Paper Mill

Siting Challenges

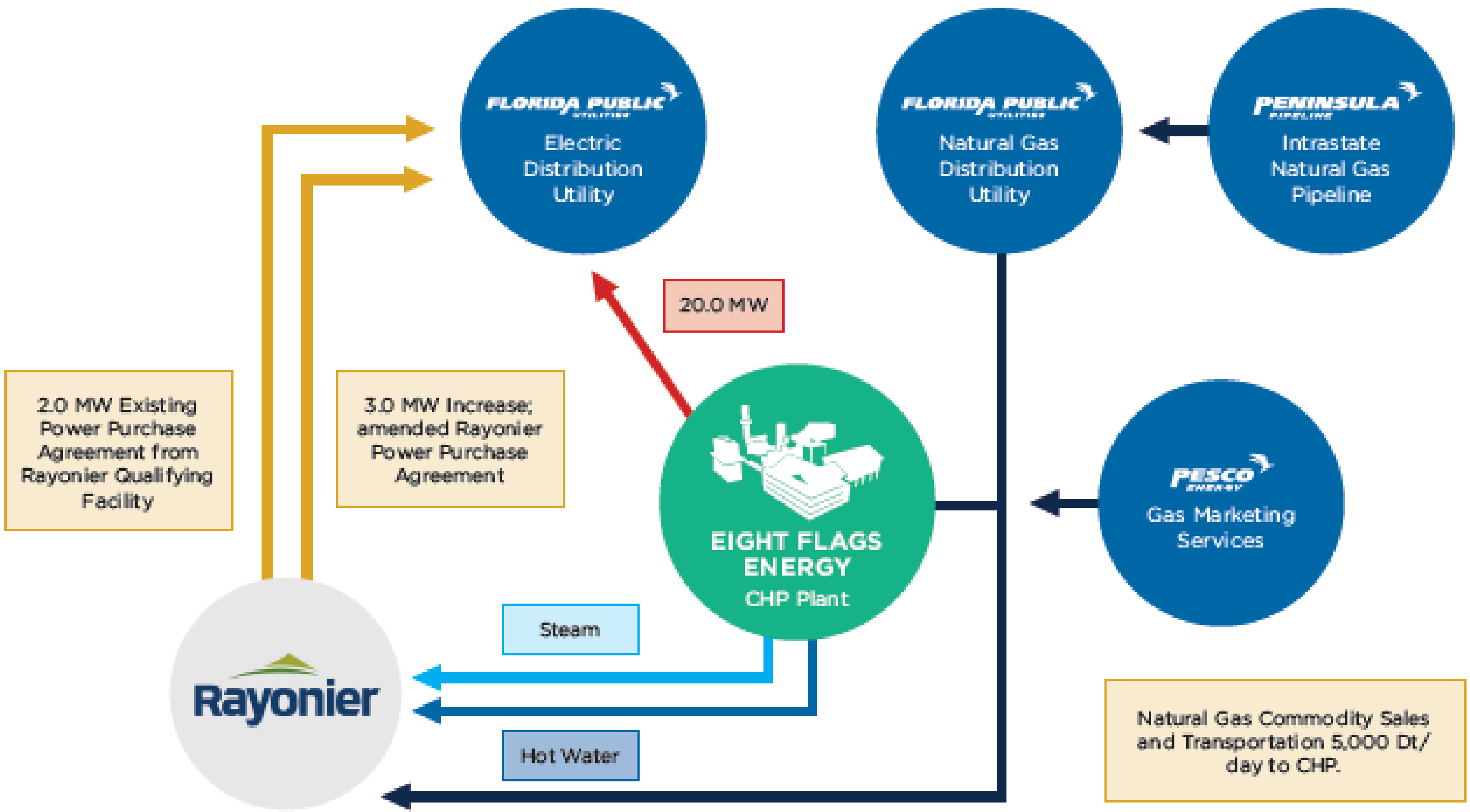
Regulatory Overview

- **FERC Qualifying Facility (QF) Certification**
  - Efficiency Test.
  - Fundamental Use Test.
  - No ownership limitations – CPK could own 100%.
  - FERC QF pre-empts state certification.
  - FERC QF pre-empts JEA contract restrictions.
- **Florida Public Service Commission**
  - Jurisdiction over an affiliate transaction.
  - Jurisdiction over a PPA between CHP and utility.
  - Jurisdiction over a utilities fuel cost recovery.
  - If a state regulator approves the CHP/utility PPA it pre-empts the Federal Power Act 20MW threshold for FERC rate regulation.

Project Description

- Construct a CHP at the Rayonier paper mill.
  - 20MW natural gas combustion turbine.
  - 75,000 lbs/h, 150 psi Heat Recovery Steam Generator (HRSG)
- Own and operate the unit as an unregulated CPK subsidiary; Eight Flags Energy, LLC.
- Eight Flags sells 100% of the power to FPU.
- Eight Flags sells 100% of the un-fired (HRSG) and fired (duct burner) steam to Rayonier.
- Chesapeake affiliates FPU (gas distribution and electric distribution), Peninsula Pipeline Company (intrastate gas transmission) and PESCO (gas marketing) provide various services to Eight Flags.

Eight Flags CHP - Structure of the Deal



Key Agreements

- **Purchase Power Agreement: Eight Flags and FPU Electric**
  - 20 year term - projected in-service Q2 2016.
  - Establish an initial indicative non-fuel price range with a "not to exceed" cap for in-service date.
  - Fuel costs adjust monthly based on actual costs.
  - O&M cost escalator adjusts every 5-years; deferral mechanism.
- **Steam Agreement: Eight Flags and Rayonier**
  - 20 year fixed rate for minimum quantity of 600,000 klbs.
  - $2.1M per year. 90% credited to reduce power costs.
- **Purchase Power Agreement: FPU Electric and Rayonier**
  - Increased existing PSC approved renewable energy power purchase agreement.

Primary Suppliers and Contractors

- **Solar Turbines, Inc. - a Caterpillar sub - San Diego, CA.**
  - Titan 250 gas turbine. (14,500 total turbines installed; 2 billion operating hours)
  - Service and Maintenance Agreement (includes periodic turbine replacements).
- **Rentech Boiler Systems, Inc. - Abilene, TX**
  - HRSG. (Industry leader in HRSG's for gas turbines up to 40 MW)
- **CR Myer – Oshkosh, WI**
  - General Contractor. Heavy industry specialists; paper industry expert (125 years in business)
- **Sterling Energy Services, LLC. – Atlanta, Ga.**
  - Project design, engineering, oversight. (Significant work in paper industry energy projects.)

Project Investment

Operating Unit	*Investment Amount*
Eight Flags Energy CHP	**$34,506,000**
– Turbine, HRSG, Duct Burner, Steam Distribution, Engineering, Construction.	
FPU Natural Gas	**2,382,000**
– 12” 1.3 mile pipeline; M&R station.	
Peninsula Pipeline Co.	**1,735,000**
– Gate station; Compressor Platform; Pressure Regulation.	
FPU Electric	**2,355,000**
– Substation, T&D.	
	$40,978,000

Project Related Investment

Operating Unit	*Investment Amount*
FPU Electric – Chip Mill Substation, T&D, SCADA, Mobile Generator, Control Building	**$4,420,000**

Project Margin

Operating Unit	*Annual Margin Projection*
▪ Eight Flags Energy CHP	$ 7,300,000
▪ FPU Natural Gas	463,000
▪ Peninsula Pipeline Cc,	993,000
▪ FPU Electric	1,000,000*
	$ 9,756,000

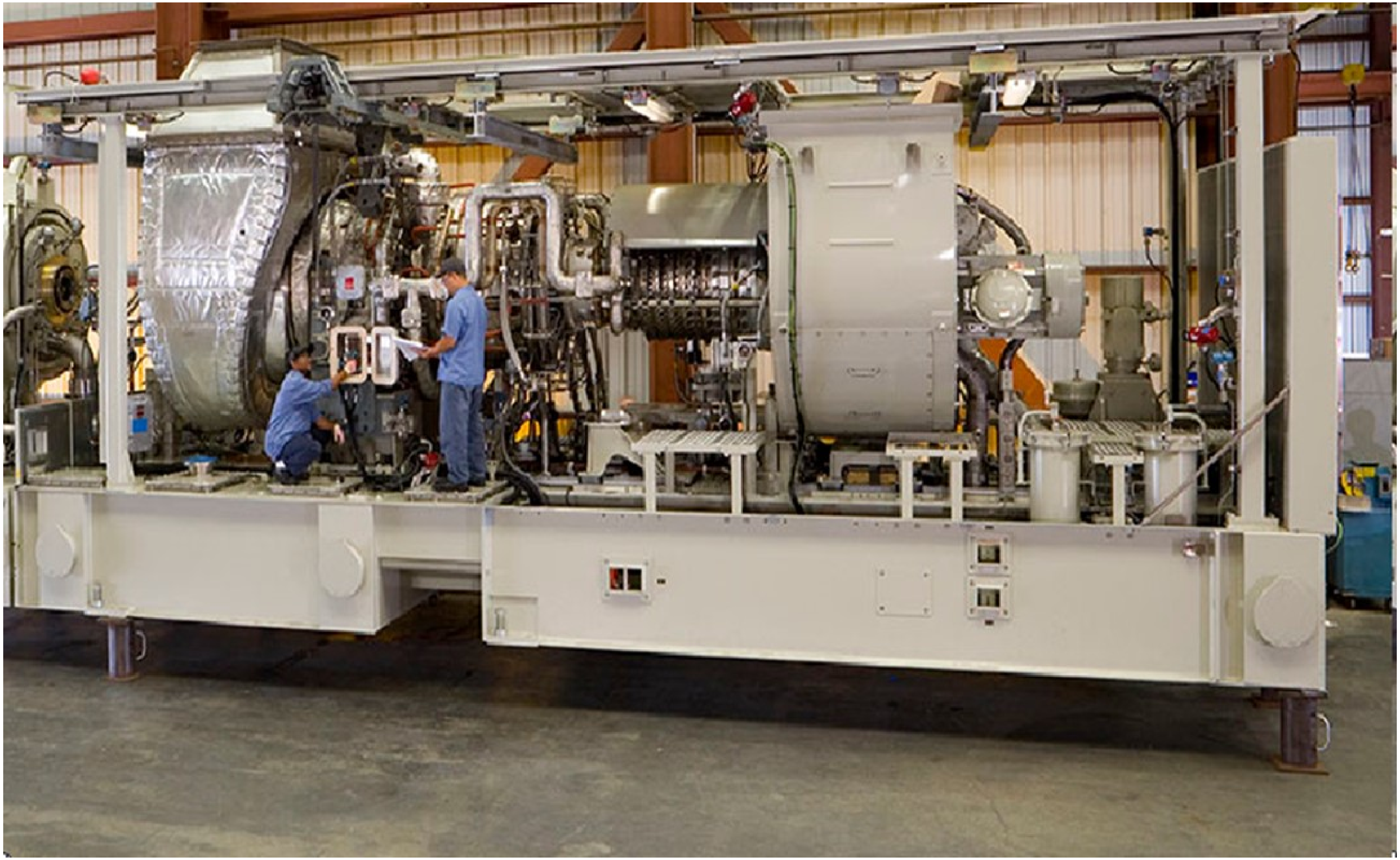
*Estimated 2018 margin subsequent to planned rate case/ERIP.

Eight Flags – Initial Site Prep

Eight Flags – Over 700 Pilings

Eight Flags – 10’ Platform Elevation

Solar Turbines Titan 250



Eight Flags CHP

Electric Utility Substation

Electric Transmission System Extension

Electric Utility Control Building

Black Start Mobile Generator

FPU Natural Gas and PPC Facilities

Eight Flags CHP

Financial Overview

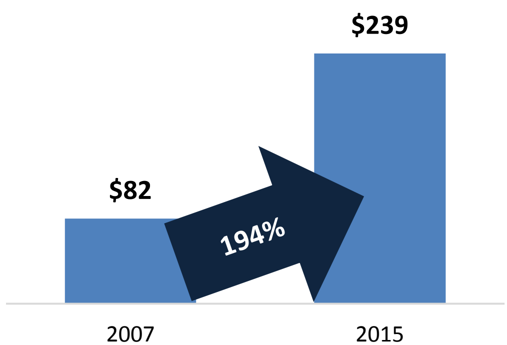
TOP WORK PLACES

CHESAPEAKE UTILITIES CORPORATION

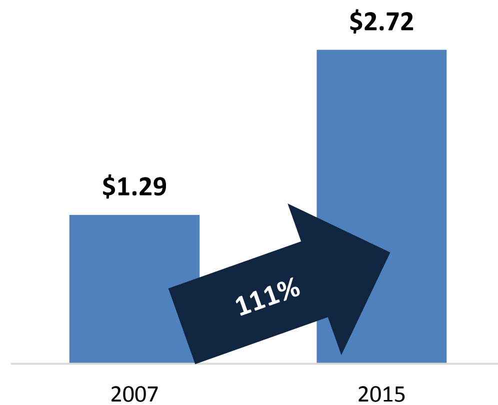
Strong Results over the Last Nine Years

Financial Metrics for 2007 and 2015 *

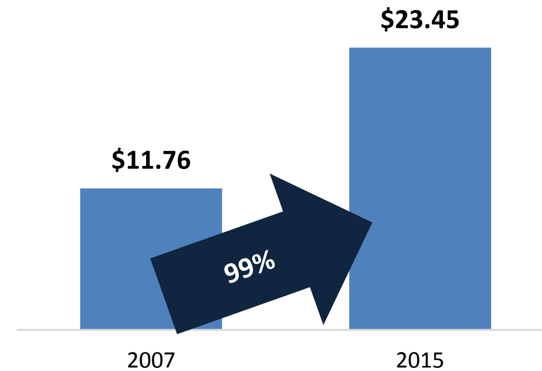
Annual Gross Margin
($ in millions)



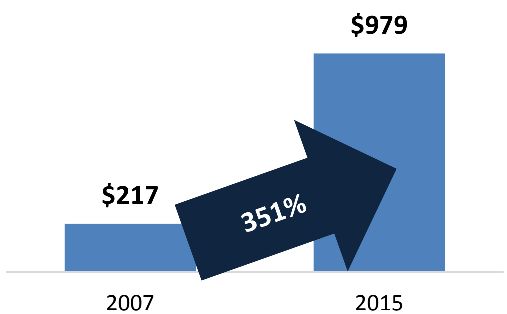
Diluted Earnings Per Share



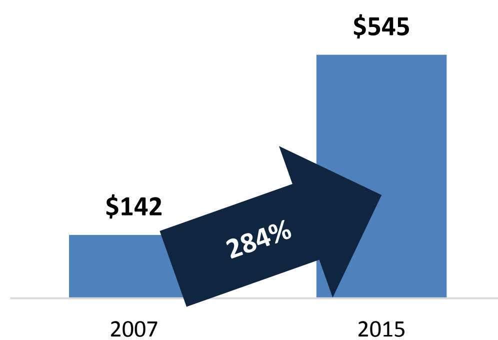
Year-end Book Value Per Share



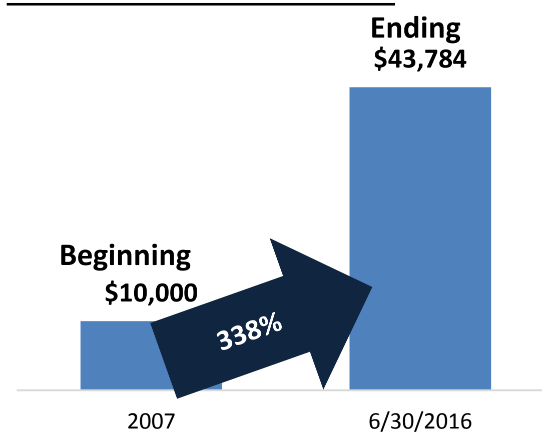
Market Capitalization at 12/31/2015
($ in millions)



Five Year Capital Expenditures
($ in millions)



Total Shareholder Return



* *Except as Otherwise Noted.*

Consolidated Financial Results

For the Six Months Ended June 30, 2016 compared to 2015

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

	YTD16	YTD15	Change
Operating Income			
Regulated Energy segment	$ 39,545	$ 35,788	$ 3,757
Unregulated Energy segment	12,347	14,689	(2,342)
Other businesses and eliminations	230	201	29
Total Operating Income	52,122	50,678	1,444
Other Income / (loss)	(42)	(38)	(4)
Interest Charges	5,274	4,933	341
Income Before Taxes	46,806	45,707	1,099
Income Taxes	18,410	18,304	106
Net Income	$ 28,396	$ 27,403	993
Diluted Earnings Per Share	$ 1.85	$ 1.83	$ 0.02

Results

- Net income was $28.4 million
- Diluted earnings per share were $1.85 – better by $0.02 compared to year-to-date 2015's results.
- The Company's growth strategy generated earnings that offset the negative impact of warmer weather experienced in the first quarter of 2016
- Included in these results is $878,000 of margin from the implementation of interim rates in the Delaware division

CHESAPEAKE UTILITIES CORPORATION

Reconciliation of 2016 Results Year-to-Date

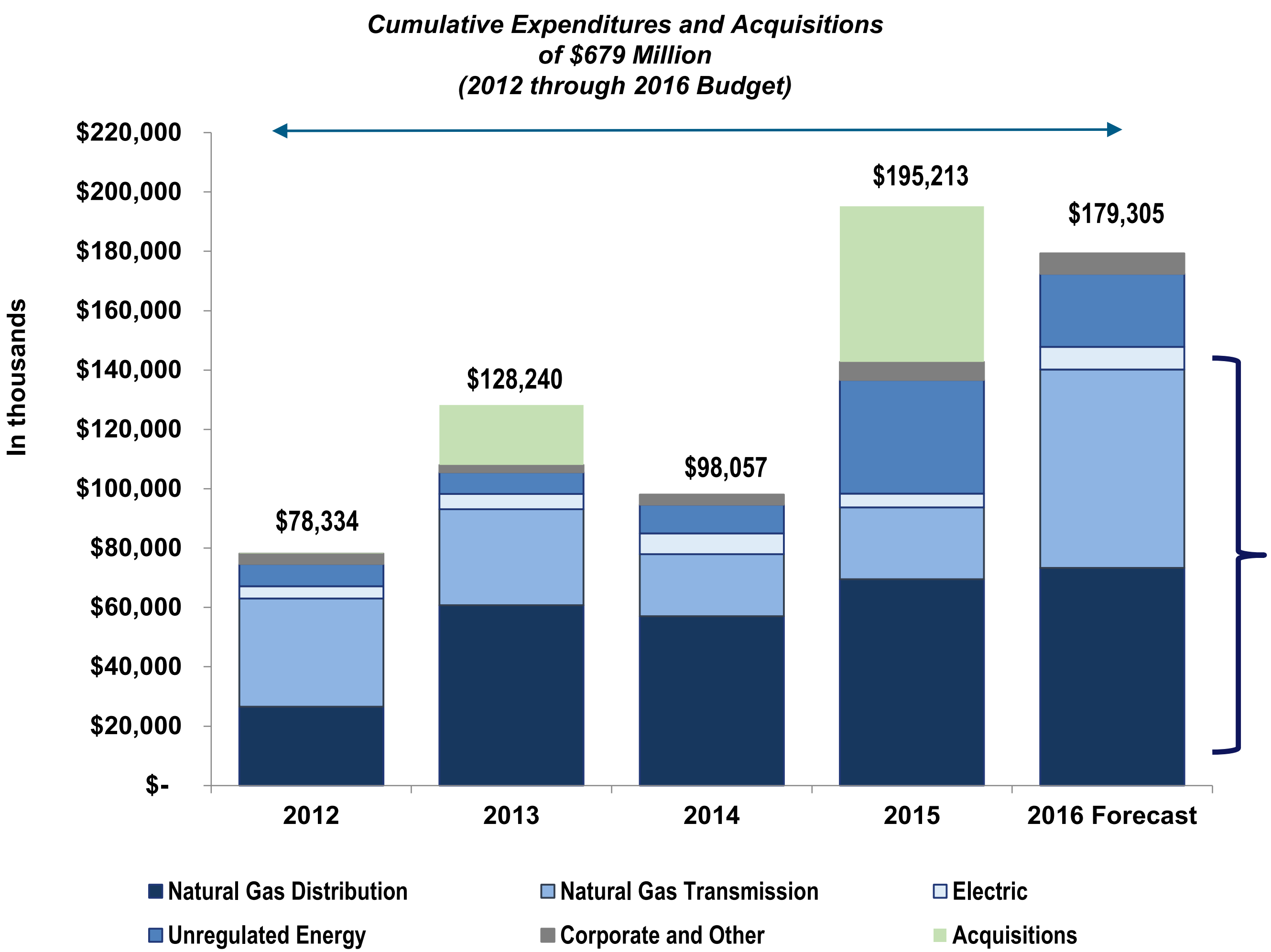
Key variances for the six months ended June 30, 2016 vs. 2015 included:

(in thousands except per share data)	Pre-Tax Income	Net Income	Earnings Per Share
Second Quarter 2015 Reported Results	$ 45,707	$ 27,403	$ 1.83
Adjusting for Unusual Items:			
Weather impact primarily in the first quarter	(6,596)	(3,954)	$ (0.26)
Non-recurring gain from settlement agreement	(1,370)	(821)	$ (0.05)
Higher Delmarva retail margins per gallon in 2015	(1,737)	(1,041)	$ (0.07)
	(9,703)	(5,816)	$ (0.38)
Increased Gross Margins:			
Regulated Energy Segment	8,544	5,122	$ 0.34
Unregulated Energy Segment	1,456	873	$ 0.06
	10,000	5,995	$ 0.40
Increased Other Operating Expenses	(1,644)	(986)	$ (0.06)
Net contribution from Aspire Energy	2,978	1,892	$ 0.09
Interest Charges and Net Other Charges	(532)	(92)	$ (0.03)
Second Quarter of 2016 Reported Results	$ 46,806	$ 28,396	$ 1.85

- Earnings per share increased $0.02 compared to 2015 despite significantly warmer winter in the first quarter of 2016 which had a negative $0.26 per share impact on our earnings.
- Increased gross margins from natural gas expansions, GRIP and Aspire Energy offset the weather impact.

Continuing to Build for the Future

Capital Expenditures



Major Projects Underway:

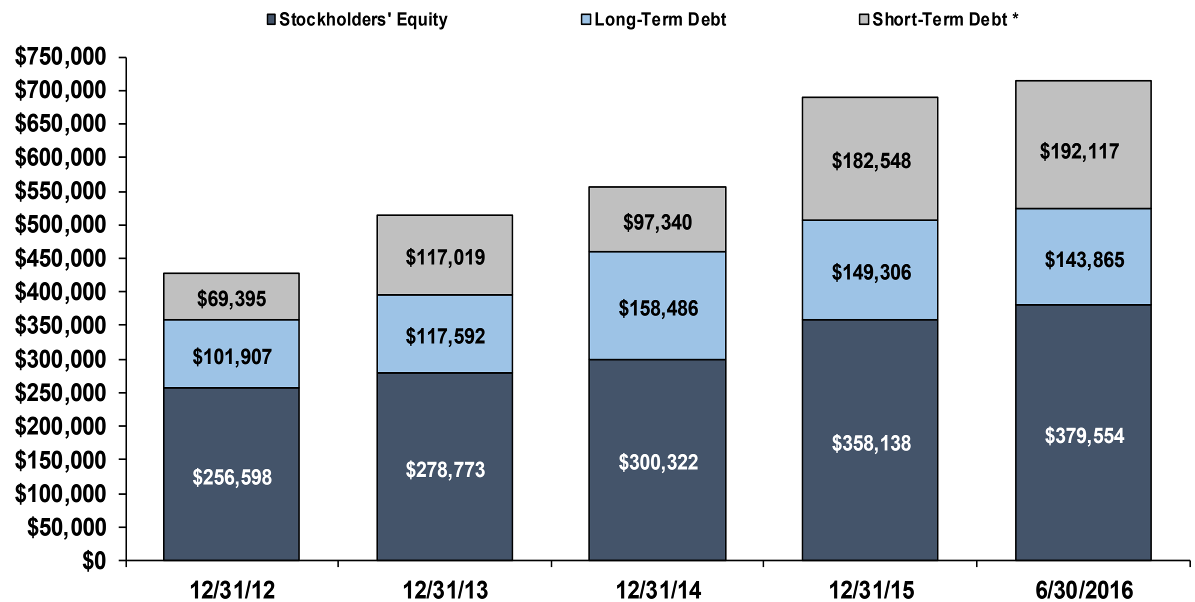
- Eight Flags CHP plant
- Expansion of facilities to serve Calpine power plant
- Eastern Shore Natural Gas system reliability project
- Florida GRIP investments

2016 forecast includes $30 million of potential development capital expenditures

Total Capitalization

Historical Structure and Increased Debt Capacity

(in thousands)



	12/31/12	12/31/13	12/31/14	12/31/15	6/30/2016
Equity/Permanent Capitalization	71.6%	70.3%	65.5%	70.6%	72.5%
Equity/Total Capitalization	60.0%	54.3%	54.0%	51.9%	53.0%

Short-term debt includes current portion of long-term debt and designated revolving credit.

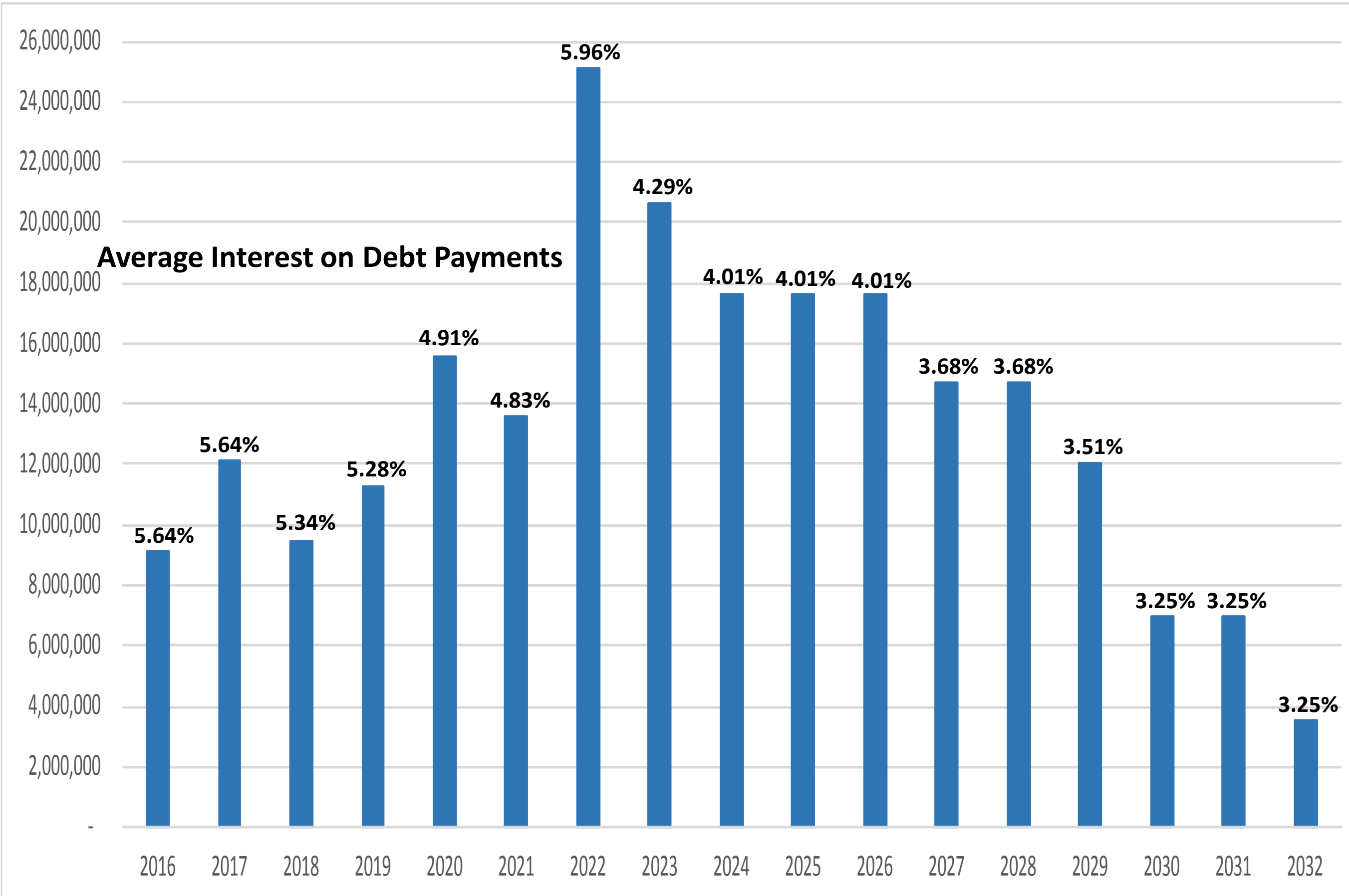
Debt Capacity Available:

- **Private Placement Shelf Agreement with Prudential**
  - **$150 million**
  - **Available for three years**
  - **Issue Notes up to 15 years**
  - **$70 million committed to be drawn prior to 4/28/17 at 3.25%**
- **Bank Revolving Credit Agreement**
  - **$150 million commitment**
  - **Available for five years**
  - **$40 million outstanding as of 6/30/16 at LIBOR plus 1.0%**
- **Bank Lines of Credit**
  - **$170 million commitment**
  - **Available through 12/31/16**
  - **$134 million outstanding as of 6/30/16 at LIBOR plus 0.88%**

Target Capital Structure: 50% to 60% Equity to Total Capitalization

Long-term Debt Maturity Schedule

Annual Principal Payments and Rate on Payments

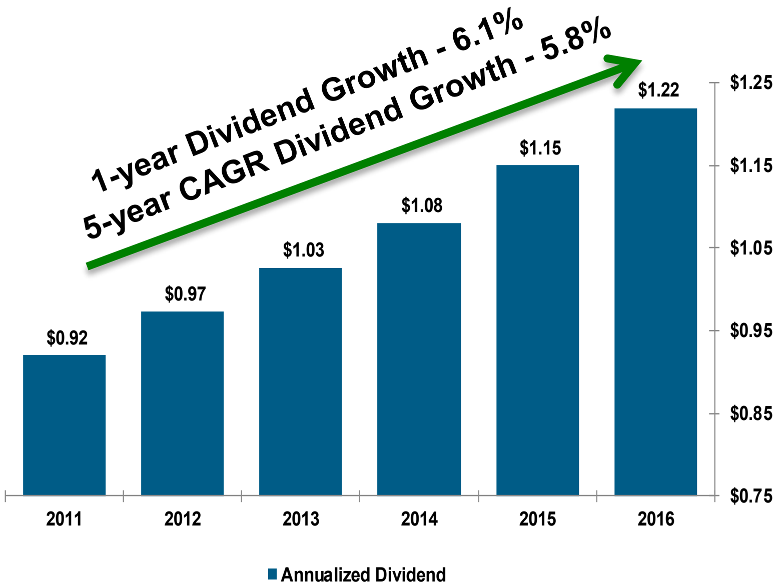


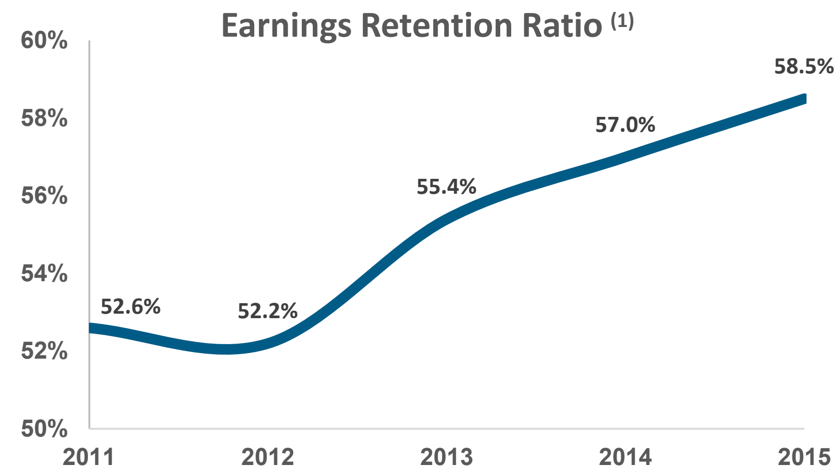
Debt Amortization:

- **Pro forma long-term debt outstanding of $228 million includes $70 million committed at 3.25% under the private placement shelf facility**
- **Chesapeake's private placement debt amortization is typically five years interest only followed by equal annual payments over ten years**
  - **FPU legacy note of $8.0 million at 9.08% with single payment in 2022**

Year	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032
Average Interest Rate on Remaining Debt	4.50%	4.45%	4.39%	4.34%	4.28%	4.23%	4.17%	3.83%	3.75%	3.70%	3.63%	3.52%	3.46%	3.36%	3.25%	3.25%	3.25%

Continuous Dividend Growth With Future Growth Potential





(1) Earnings Retention Ratio represents 100% minus the dividend payout ratio (calculated by dividing declared dividends by diluted EPS).

- We are committed to providing dividend growth that is supported by earnings growth
- 6.1% dividend growth in 2016 while still also reinvesting earnings back into the business to fund future growth
- 55 years of continuous dividends; 13th year of consecutive dividend increases
- Very good position – increasing earnings retention ratio while increasing the dividend; future dividend growth opportunity

Investment Highlights

A High Growth Energy Delivery Investment Proposition

Diversified Asset Base

- Utility foundation with upside from complementary unregulated energy platform
- Natural gas and electric distribution businesses serving over 165,000 customers
- 84% of investment in regulated energy and 16% of investment in unregulated energy
- 65% of investment in downstream and 34% in midstream operations

Strong Financial Performance & Consistent Track Record

- Attractive five year annual total shareholder return of 23% as of 6/30/16
- 9 consecutive years of EPS growth ; 8.7% five year annual EPS growth rate as of 6/30/16
- Achieved ROEs ranging from 11.2%-12.2% over the last nine years
- 13 consecutive years of dividend growth; 55 consecutive years of dividends
- 6.1% 1-year annualized dividend growth rate as of 6/30/16 (5.8% - five year annual growth rate)

Balance Sheet that can Support Growth

- Strong balance sheet with equity to total capitalization target of 50 to 60%
- Total assets of $1.1 billion with approximately $900 million of those assets representing net plant
- High investment-grade credit ratings (NAIC1) with ample liquidity for growth

Future Earnings Growth Opportunities

- Projects to be completed in 2016-2017 that will generate additional earnings growth in 2016-2018
- Continuing to pursue and develop new growth opportunities that build on our core businesses
- Continued deployment of the engagement strategies that have generated our success and which provide the strategic infrastructure for sustainable future growth

Closing Remarks

TOP WORK PLACES

CHESAPEAKE UTILITIES CORPORATION

Strategic Platform for Sustainable Growth

Results

Developing
New Business Lines and
Executing Existing
Business Unit Growth

Engagement Strategies
Provide the Strategic Infrastructure for
Sustainable Growth

Results

- Safety Awards
- Top Workplace and Top Leadership Awards
- Community Service Awards
- Achieving top quartile growth in earnings
- Achieving top quartile Total Shareholder Return

New Business Lines and Existing Business Unit Growth

- Maximizing Organic Growth
- Extensions into New Territories
- Transforming Opportunities into Growth
- New Business Creation
- New Services in footprint

Engagement Strategies

- Engaged Employees
- Brand Strategy
- Engaging Customers
- Engaging with Communities
- Strategic Thinking

Our strategy continues to produce financial performance with strong growth in earnings, capital investments and return on equity. We are making investments in the strategic infrastructure needed to develop and execute sustainable long-term growth strategies and are committed to continue to invest at returns on capital that will drive shareholder value.

Key Themes

- Successful implementation of growth strategy
- Strategic platform for growth continues to support our path forward
- Opportunities exist across the midstream and downstream energy value chain in Chesapeake's current and contiguous markets that provide opportunities for continued growth
- Disciplined execution of growth plans
- Well positioned for 2017 and beyond

Thank You!!

TOP WORK PLACES

CHESAPEAKE UTILITIES CORPORATION