

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

The Company is providing disclosure of the reconciliation of the non-GAAP financial measures to the most comparable GAAP financial measures. The Company believes that the non-GAAP financial measures "adjusted operating revenues" "adjusted income" and "adjusted income per common share" provide investors the ability to measure the Company's financial operating performance by adjustment, which is more indicative of the Company's ongoing performance and is more comparable to measures reported by other companies. The Company further believes that the presentation of these non-GAAP financial measures is useful to investors as a more meaningful way to compare the Company's operating performance against its historical financial results.

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

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

These financial measures are measures of the Company's operating performance that do not comply with U.S. generally accepted accounting principles (GAAP), and are thus considered to be "non-GAAP financial measures" under applicable Securities and Exchange Commission regulations. These non-GAAP financial measures are derived from our consolidated financial information and is provided to supplement the Company's GAAP measures, and should not be considered as a substitute for measures of financial performance prepared in accordance with GAAP.

| | <u>Year Ended</u> <u>December 31, 2020 (A)</u> |
|--|---|
| Operating revenues (GAAP financial measure) | \$ 1,462,698 |
| (1) Transaction-related rate credits issued to utility customers | 23,004 |
| Adjusted operating revenues (Non-GAAP financial measure) | <u>\$ 1,485,702</u> |
| Net income (GAAP financial measure) | \$ 284,849 |
| Adjustments: | |
| (1) Transaction-related rate credits issued to utility customers | 23,004 |
| (2) Transaction-related expenses for the Peoples transaction closed March 16, 2020 | 25,573 |
| (3) Income tax effect of non-GAAP adjustments | (11,295) |
| Adjusted income (Non-GAAP financial measure) | <u>\$ 322,131</u> |
| Net income per common share (GAAP financial measure): | |
| Basic | \$ 1.14 |
| Diluted | \$ 1.12 |
| Adjusted income per common share (Non-GAAP financial measure): | |
| Basic | \$ 1.29 |
| Diluted | \$ 1.27 |
| Average common shares outstanding: | |
| Basic | <u>249,768</u> |
| Diluted | <u>254,629</u> |

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