




New Jersey Resources

Year End 2022 Financial Results

November 17, 2022






Forward-Looking Statements and Non-GAAP Measures

Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, Section 21E of the Securities Exchange Act of 1934, as amended, and the Private Securities Litigation Reform Act of 1995. NJR cautions readers that the assumptions forming the basis for forward-looking statements include many factors that are beyond NJR's ability to control or estimate precisely, such as estimates of future market conditions and the behavior of other market participants. Words such as "anticipates," "estimates," "expects," "projects," "may," "will," "intends," "plans," "believes," "should" and similar expressions may identify forward-looking statements and such forward-looking statements are made based upon management's current expectations, assumptions and beliefs as of this date concerning future developments and their potential effect upon NJR. There can be no assurance that future developments will be in accordance with management's expectations, assumptions and beliefs or that the effect of future developments on NJR will be those anticipated by management. Forward-looking statements in this earnings release include, but are not limited to, certain statements regarding NJR's NFEPS guidance for fiscal 2023, including NFEPS guidance by Segment, fiscal 2024 long term growth range, long term annual growth projections and targets, projections of dividend and financing activities, forecasted contribution of business segments to NJR's NFE for fiscal 2023, customer growth at NJNG, future NJR and NJNG capital expenditures, potential CEV capital projects including Airport Road and its pipeline under contract or exclusivity, CEV revenue projections, SREC Hedging strategies, infrastructure programs and investments future decarbonization opportunities, the outcome and timing of future Base Rate Cases with the BPU, emissions reduction strategies and clean energy goals, outcome of the Inflation Reduction Act and ITCs, Asset Management Agreements, including their ability to generate projected margin and NFE for fiscal years 2023 and 2024, and other legal and regulatory expectations.

Additional information and factors that could cause actual results to differ materially from NJR's expectations are contained in NJR's filings with the SEC, including NJR's Annual Reports on Form 10-K and subsequent Quarterly Reports on Form 10-Q, recent Current Reports on Form 8-K, and other SEC filings, which are available at the SEC's web site, http://www.sec.gov. Information included in this presentation is representative as of today only and while NJR periodically reassesses material trends and uncertainties affecting NJR's results of operations and financial condition in connection with its preparation of management's discussion and analysis of results of operations and financial condition contained in its Quarterly and Annual Reports filed with the SEC, NJR does not, by including this statement, assume any obligation to review or revise any particular forward-looking statement referenced herein in light of future events.

Non-GAAP Measures

Non-GAAP Measures
This presentation includes the non-GAAP financial measures NFE/net financial loss, NFE per basic share, financial margin, utility gross margin, adjusted funds from operations and adjusted debt. A reconciliation of these non-GAAP financial measures to the most directly comparable financial measures calculated and reported in accordance with GAAP can be found below. As an indicator of NJR's operating performance, these measures should not be considered an alternative to, or more meaningful than, net income or operating revenues as determined in accordance with GAAP. This information has been provided pursuant to the requirements of SEC Regulation G.

NFE and financial margin exclude unrealized gains or losses on derivative instruments related to NJR's unregulated subsidiaries and certain realized gains and losses on derivative instruments related to natural gas that has been placed into storage at Energy Services and certain transactions related to NJR's investments in the PennEast Project, net of applicable tax adjustments as described below. Financial margin also differs from gross margin as defined on a GAAP basis as it excludes certain operations and maintenance expense and depreciation and amortization as well as the effects of derivatives as discussed above. Volatility associated with the change in value of these financial instruments and physical commodity reported on the income statement in the current period. In order to manage its business, NJR views its results without the impacts of the unrealized gains and losses, and certain realized gains and losses, caused by changes in value of these financial instruments and physical commodity contracts prior to the completion of the planned transaction because it shows changes in value currently instead of when the planned transaction ultimately is settled. An annual estimated effective tax rate is calculated for NFE purposes and any necessary quarterly tax adjustment is applied to NJR Energy Services Company.

NJNG's utility gross margin is defined as operating revenues less natural gas purchases, sales tax, and regulatory rider expense. This measure differs from gross margin as presented on a GAAP basis as it excludes certain operations and maintenance expense and depreciation and amortization. Utility gross margin may also not be comparable to the definition of gross margin used by others in the natural gas distribution business and other industries. Management believes that utility gross margin provides a meaningful basis for evaluating utility operations since natural gas costs, sales tax and regulatory rider expenses are included in operating revenues and passed through to customers and, therefore, have no effect on utility gross margin.

Adjusted funds from operations is cash flows from operating activities, plus components of working capital, cash paid for interest (net of amounts capitalized), capitalized interest, the incremental change in SAVEGREEN loans, grants, rebates, and related investments, and operating lease expense.

Adjusted debt is total long-term and short-term debt, net of cash and cash equivalents, excluding solar asset financing obligations but including solar contractually committed payments for sale lease-backs, debt issuance costs, and other Fitch credit metric adjustments.

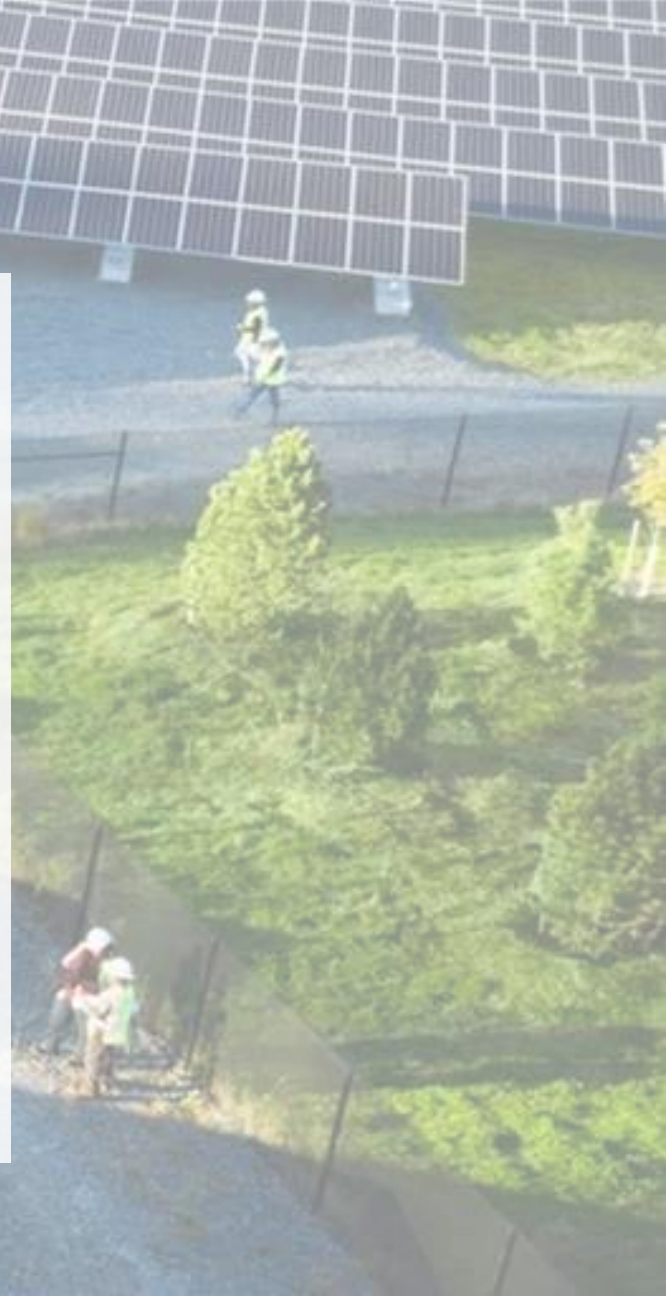
Management uses NFE/net financial loss, utility gross margin, financial margin, adjusted funds from operations and adjusted debt, as supplemental measures to other GAAP results to provide a more complete understanding of the Company's performance. Management believes these non-GAAP measures are more reflective of the Company's business model, provide transparency to investors and enable period-to-period comparability of financial performance. In providing NFE guidance, management is aware that there could be differences between reported GAAP earnings and NFE/net financial loss due to matters such as, but not limited to, the positions of our energy-related derivatives. Management is not able to reasonably estimate the aggregate impact or significance of these items on reported earnings and therefore is not able to provide a reconciliation to the corresponding GAAP equivalent for its operating earnings guidance without unreasonable efforts. In addition, in making forecasts relating to S&T's Adjusted EBITDA and adjusted funds from operations and adjusted debt, management is aware that there could be differences between reported GAAP earnings, cash flows from operations and total long-term and short-term debt due to matters such as, but not limited to, the unpredictability and variability of future earnings, working capital and cash positions. Management is not able to reasonably estimate the aggregate impact or significance of these items on reported GAAP measures and therefore is not able to provide a reconciliation to the corresponding GAAP equivalent for such forecasts without unreasonable efforts. NFE/net financial loss, utility gross margin and financial margin are discussed more fully in Item 7 of our Report on Form 10-K and, we have provided presentations of the most directly comparable GAAP financial measure and a reconciliation of our non-GAAP financial measures, NFE/net financial loss, utility gross margin, financial margin, adjusted funds from operations and adjusted debt, to the most directly comparable GAAP financial measures, in the appendix to this presentation. This information has been provided pursuant to the requirements of SEC Regulation G.

Agenda

1 FY 2022 Highlights
Steve Westhoven | President and CEO

2 Financial Highlights
Roberto Bel | SVP and CFO

3 Q&A Session



Fiscal 2022 Highlights

Executing on our Strategic Plan to Drive Continued, Organic Growth

Raised NFEPS Guidance **Twice** During Fiscal 2022;
Achieved **Highest End of Revised Range**

NJNG



NJNG had a strong year driven by **new base rates**

Added **over 7,800 customers** during the year

Ranked **highest** among the Large Residential Natural Gas Utilities in the East, according to the J.D. Power[2]

Hedging program mitigated impact of rising gas prices for customers

CEV



Grew project pipeline to ~**699MW** (under contract or exclusivity) through Fiscal 2027

Placed ~19MW into service, including our largest solar project outside of NJ

S&T



Completion of Adelphia Gateway

Strong NFEPS contribution from Leaf River Energy Center

Energy Services



Asset Management Agreements (AMA) with investment grade utility became effective

Stronger than expected results from long-option strategy

New Jersey Resources

$2.50

FY 2022 NFEPS[1]
(up 16% YoY)

$2.86

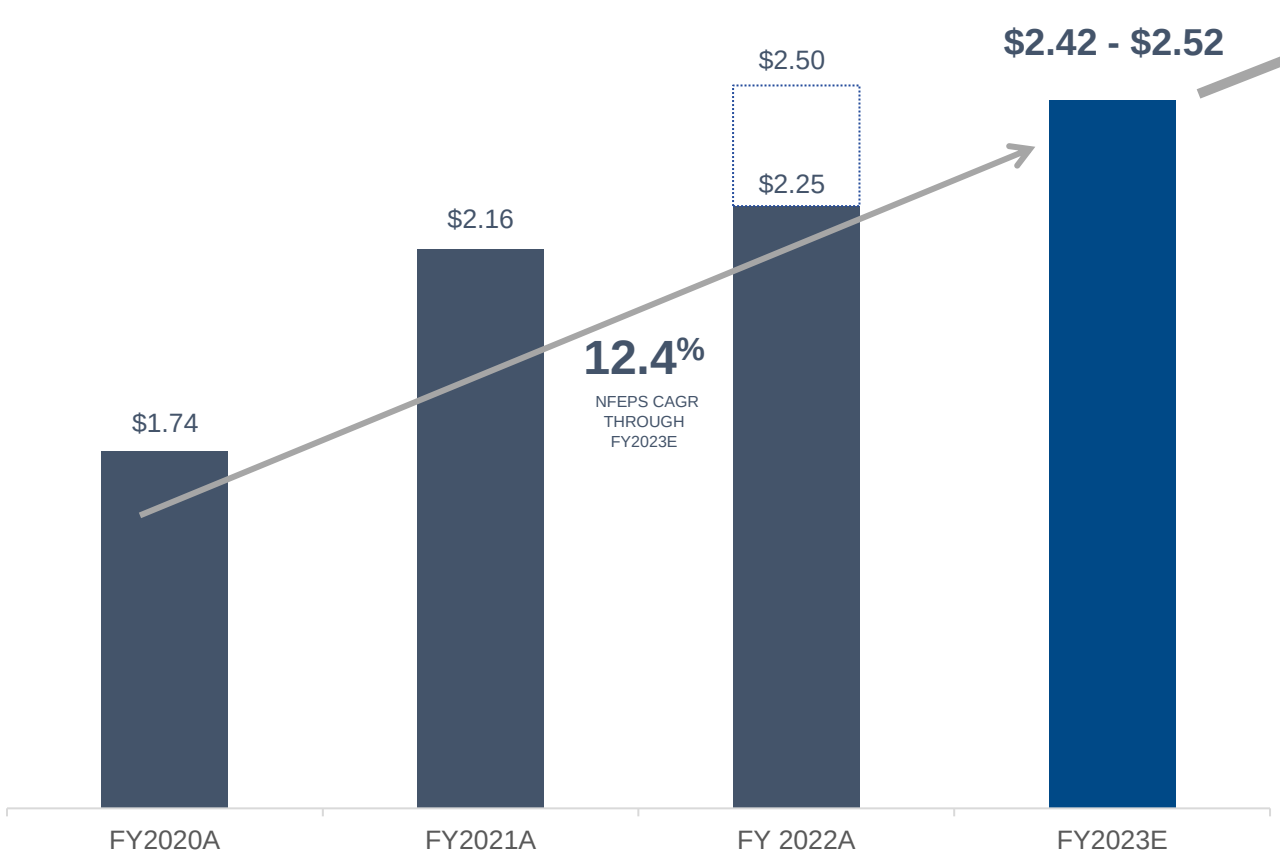
FY 2022 EPS

1) A reconciliation from NFE to net income can be found in the Appendix.
2) Based on 2021 Gas Utility Residential Customer Satisfaction Study[sm]

Introducing Fiscal 2023 NFEPS Guidance of $2.42 - $2.52

Represents 9.8% Year-over-Year Growth from Midpoint of FY 2022 Initial Guidance Range

Net Financial Earnings per Share



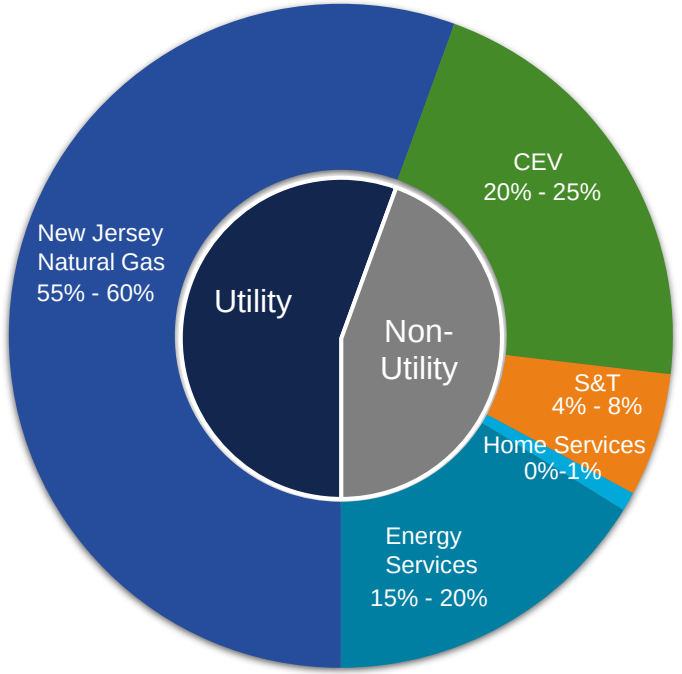
7-9%

LONG-TERM ANNUAL GROWTH[1]

FY2024

EXPECTED TO BE AT OR ABOVE THE TOP END OF THE LONG-TERM ANNUAL GROWTH RANGE DUE TO IMPACT OF THE AMA

Fiscal 2023 NFEPS Guidance by Segment

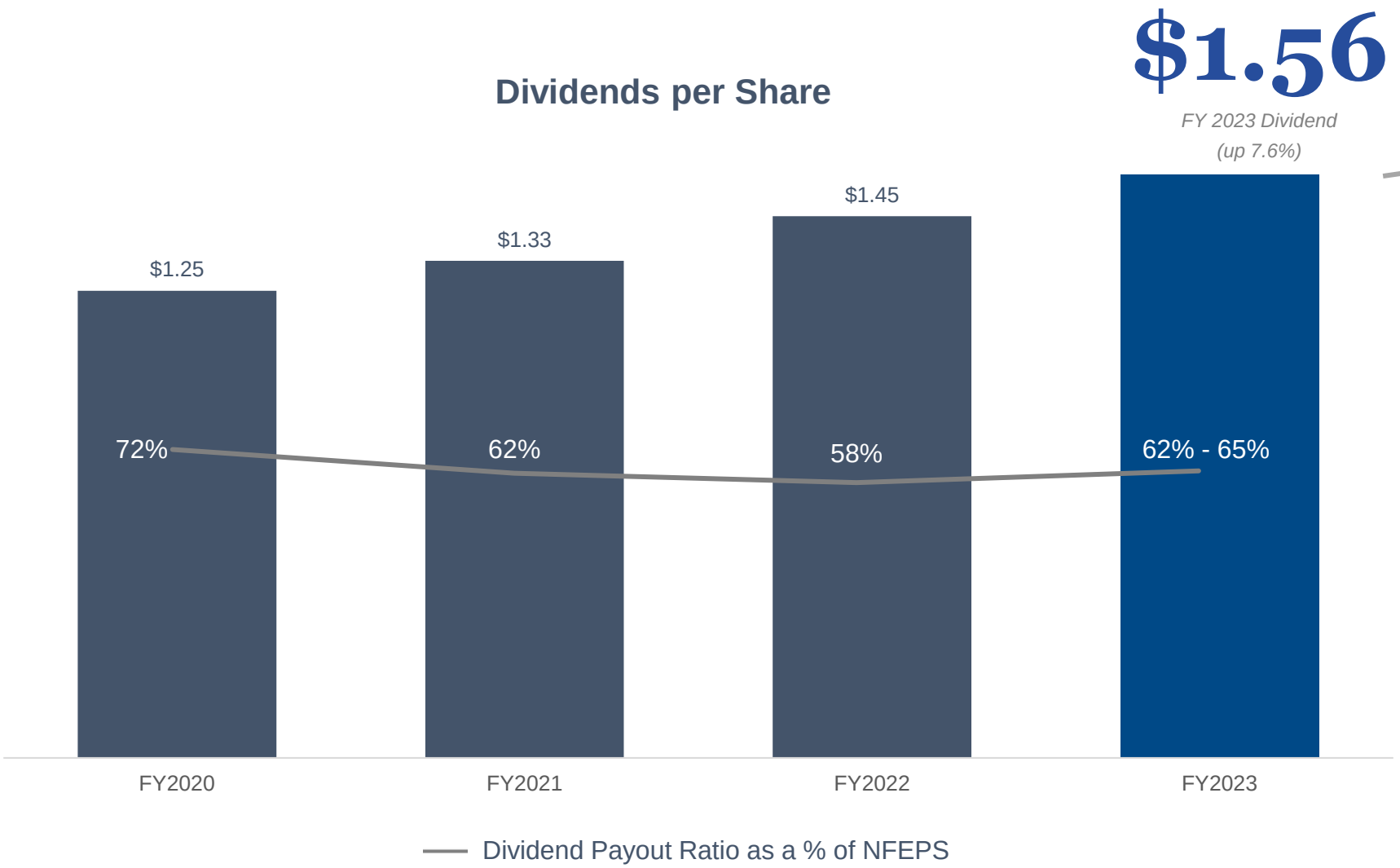


AMAs will generate majority of Energy Services' projected NFE for fiscal years 2023 and 2024

1) NFEPS long-term annual growth projections are based on the midpoint of the $2.20 - $2.30 initial guidance range for fiscal 2022, which excludes the effects of Energy Services' over-performance

Committed to Building Shareholder Value

Strong Track Record of Dividend Growth



7-9%

LONG-TERM ANNUAL GROWTH (CONSISTENT WITH NFEPS LONG-TERM PROJECTED GROWTH RATE)

New Jersey Resources

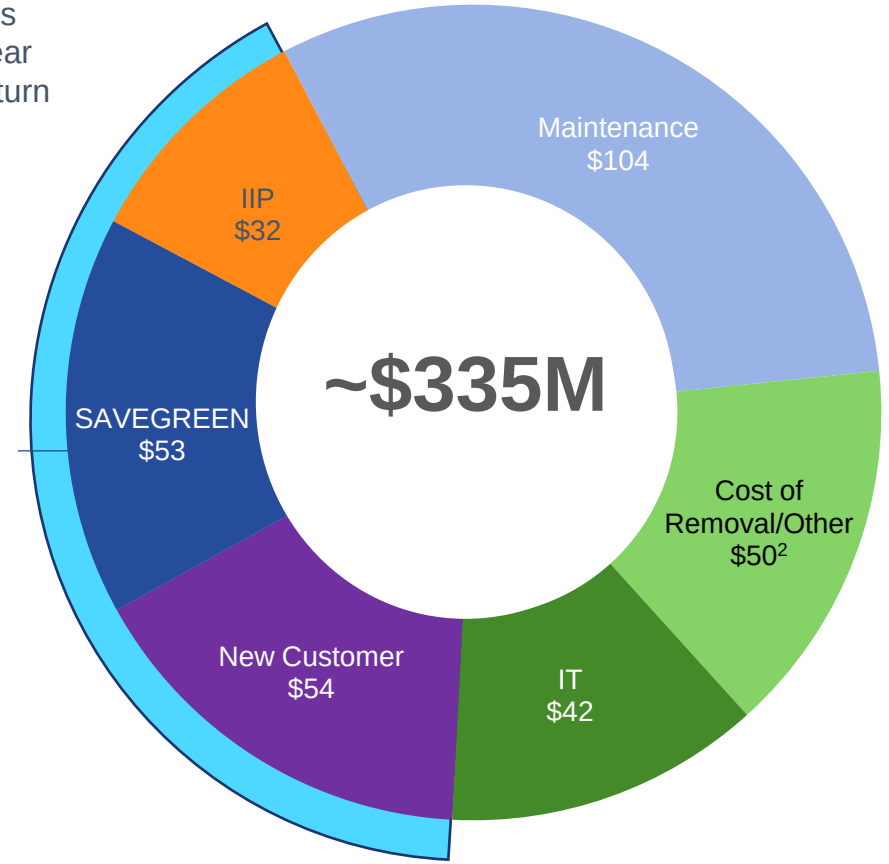
New Jersey Natural Gas

Solid Performance Due to Higher Base Rates

Fiscal 2022 Capital Expenditures[1]

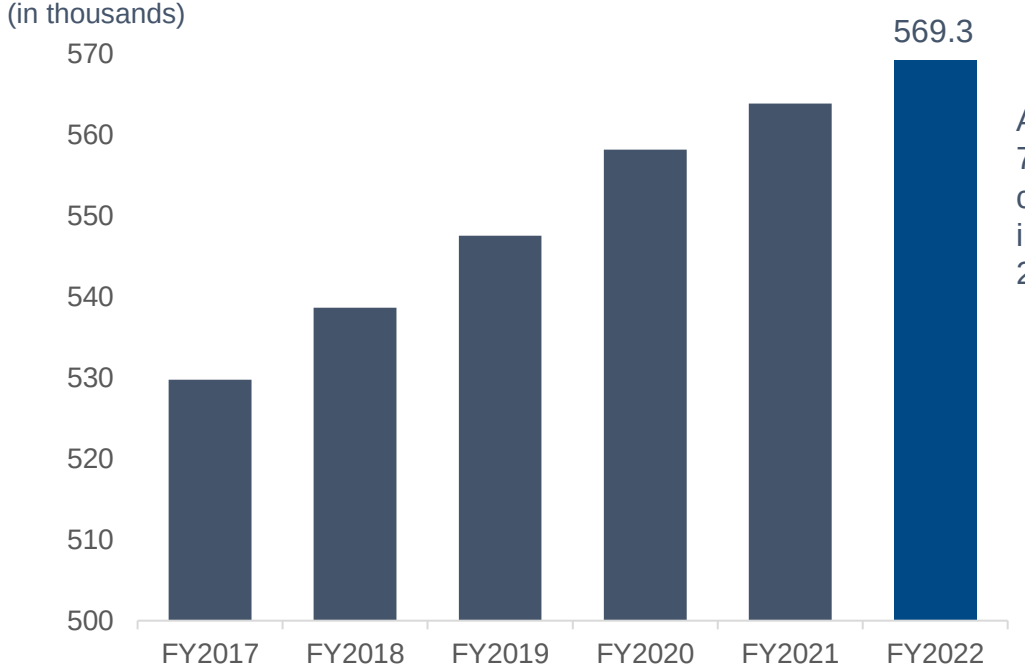
~42% of capital expenditures earned a near real-time return

Furthers our commitment to energy efficiency



NJNG Customers

(in thousands)



Added 7,808 new customers in fiscal 2022

Timing of Next Rate Case

Filing Expected in Fiscal 2024

1) Total change in PP&E (cash spent, capex accrued and AFUDC). Includes SAVEGREEN investments, which for GAAP purposes are included as part of cash flows from operations
2) Facilities and RNG & P2G included in "Other"

New Jersey Resources

Clean Energy Ventures (CEV)

CEV owns and operates solar projects in New Jersey, Rhode Island, New York and Connecticut with approximately 387 MW of capacity

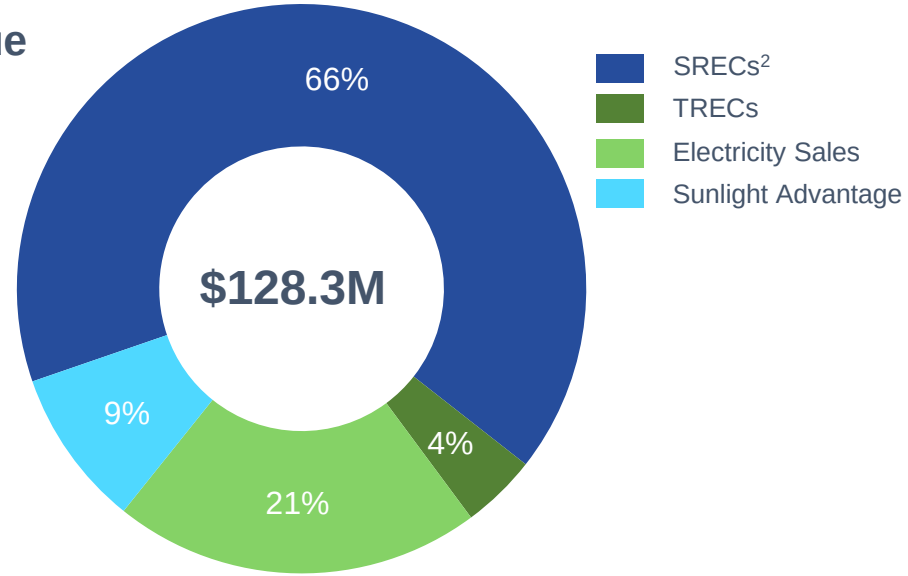
18.9 MW[1]

- Incremental capacity added in Fiscal 2022

$45.4 Million[1]

- Fiscal 2022 capex placed in-service

CEV Revenue
Fiscal 2022



New Project in Service: Airport Road
(Placed in Service: Q4 FY 2022)

4.9MW
Airport Road

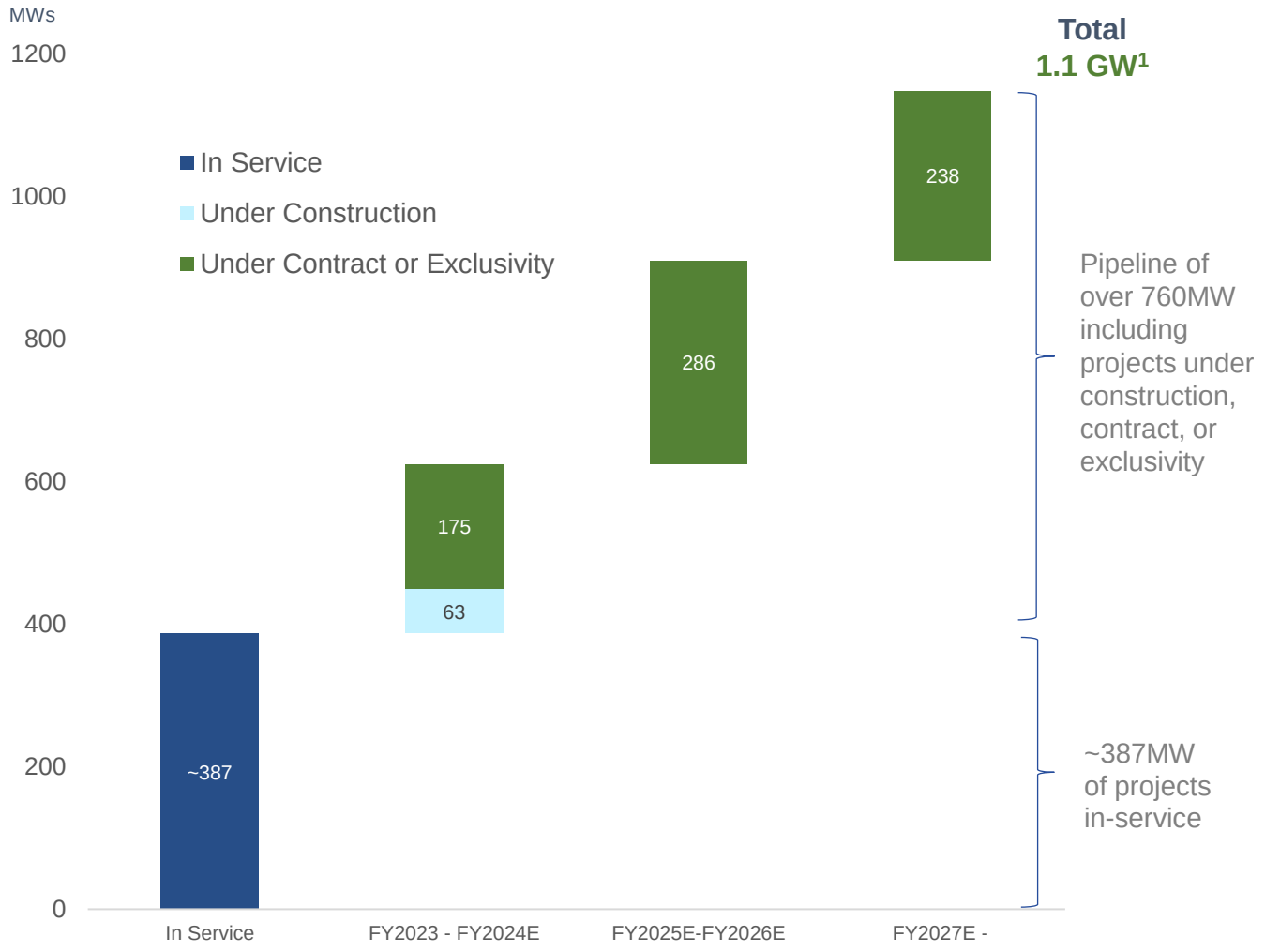
Ground-mount community solar project located in Waywayanda, NY



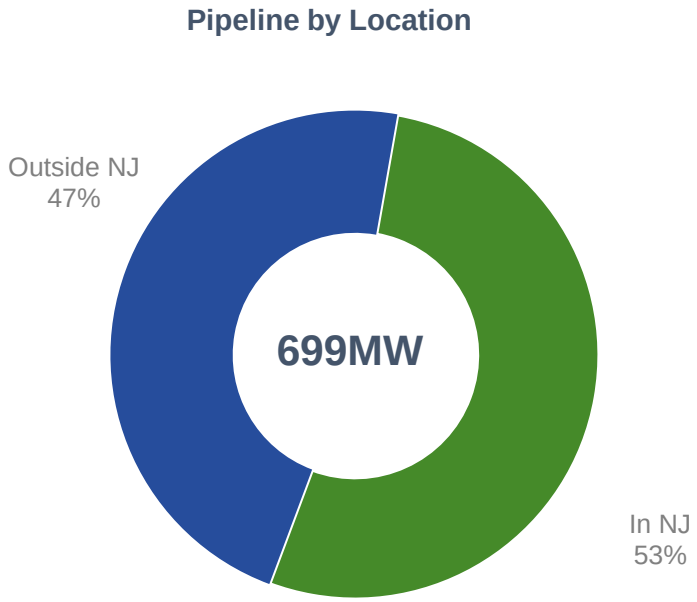
1) Includes commercial and residential solar projects
2) 100% of SREC revenues for fiscal 2023 and 95% of SREC revenues for fiscal 2024 are secured through our SREC hedging program

CEV: Robust and Diversified Solar Pipeline

Taking Advantage of a Considerable Decarbonization Opportunity

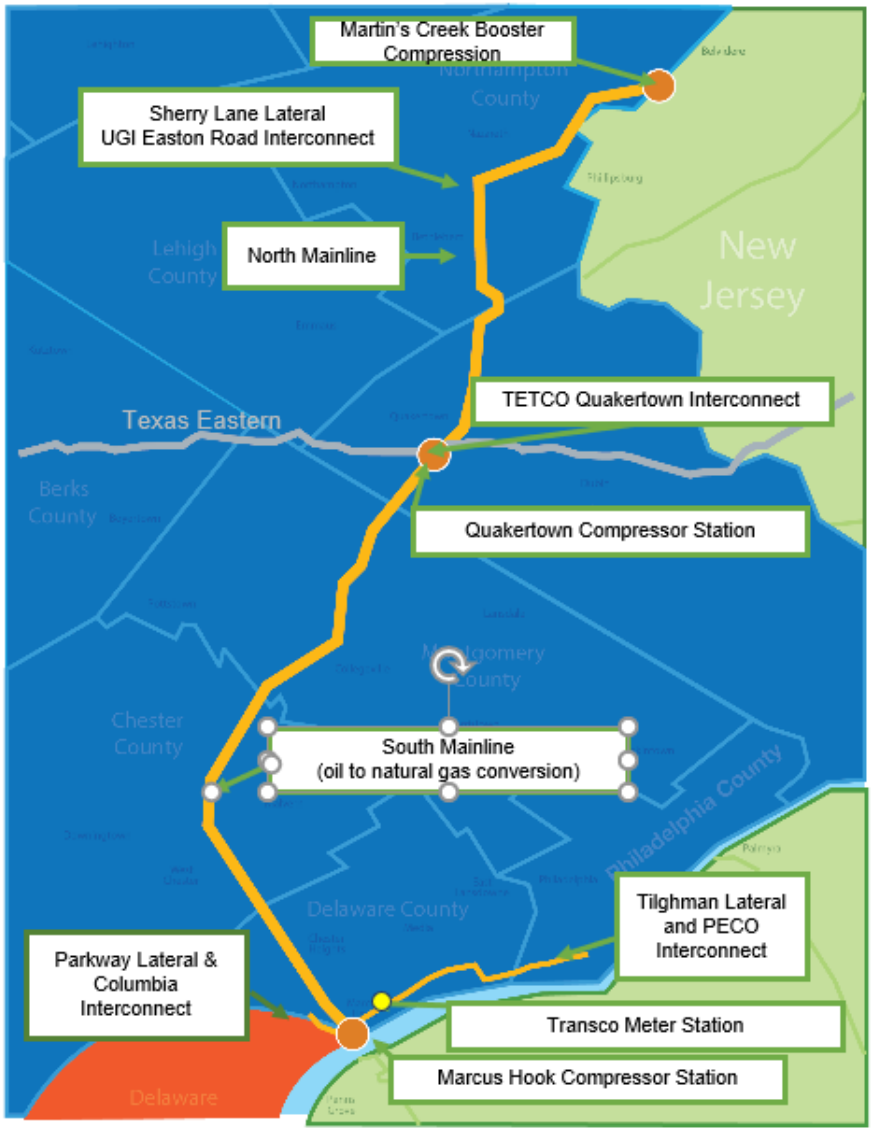


Breakdown of 699MW Pipeline Under Contract or Exclusivity

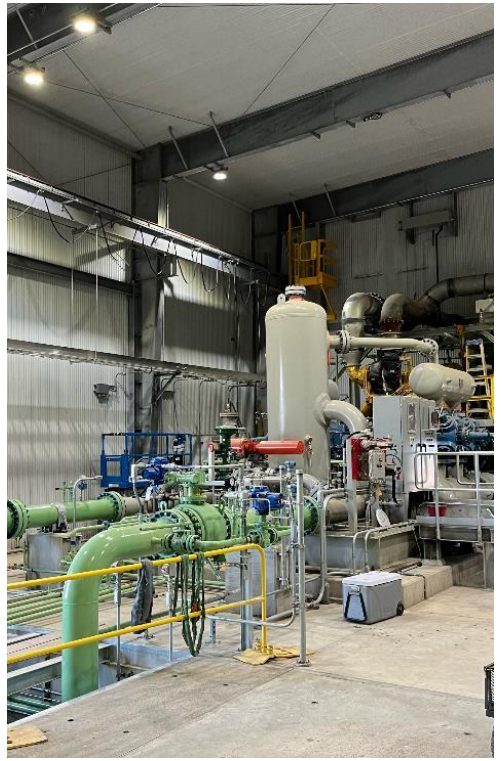


1) Total of installed capacity of 387MW plus a pipeline of over 760MW including projects under construction, contract, or exclusivity

ADELPHIA GATEWAY
NJR Midstream Company















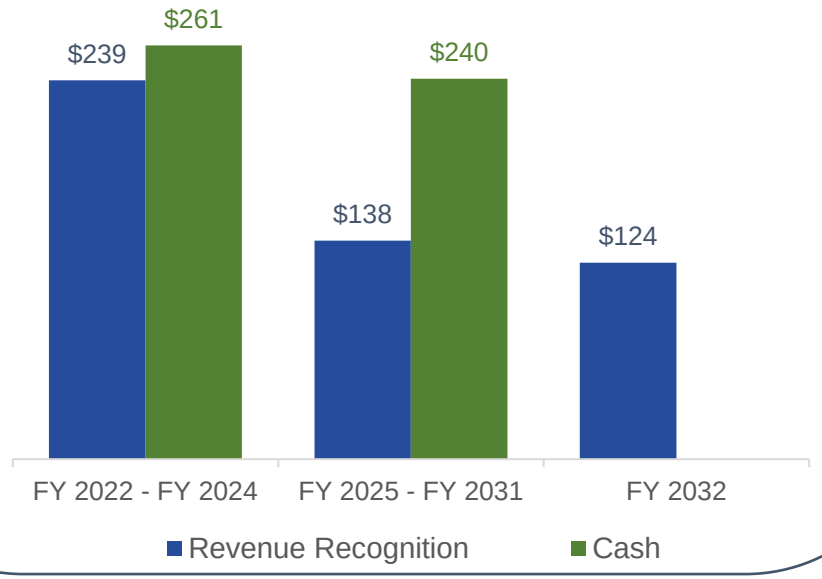
Energy Services: Predictable Fee-based Revenues + Upside Potential

($ in Millions)

Asset Management Agreements[1]

Predictable fee-based revenues better ensure coverage of fixed costs

- De-risked Energy Services business by securing 10 years of contracted cash payments with minimal counterparty credit risk
- AMAs will generate majority of Energy Services' projected margin and NFE for fiscal years 2023 and 2024



Long Option Strategy

Significant upside potential with limited downside risk

- Proven track record of success over 27 years of existence leveraging natural gas market volatility to drive value
- Physical storage and transportation assets provide optionality to capture location and time spreads whose value can be hedged with the use of financials instruments
- Downside risk, equivalent to an option's premium, equates to the difference between demand charges and the hedged value
- Minimal long-term capital commitments and significant cash generation during outperformance years has significantly reduced NJR equity needs

1) *AMAs feature initial and permanent capacity releases with cash payments throughout, with ASC 606 revenue recognition standard requiring that revenue be allocated to both the initial and permanent releases. As a result, disproportionate value is allocated to the permanent release periods in FY 2024 and FY 2032.*

Financial Review

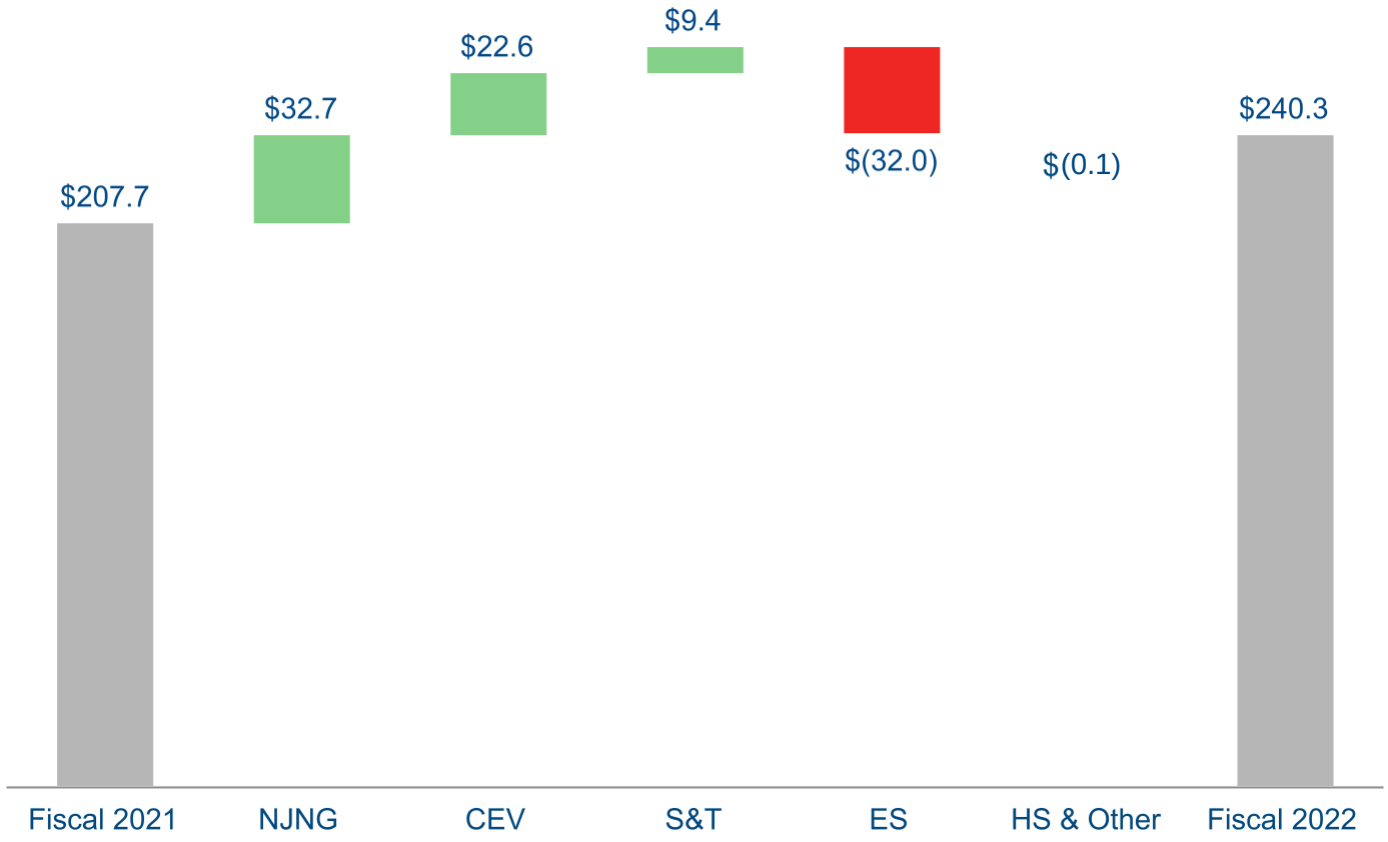
Roberto Bel
SVP and Chief Financial Officer



New Jersey Resources

NJR Review of Fiscal 2022 NFE Changes

($ in Millions)



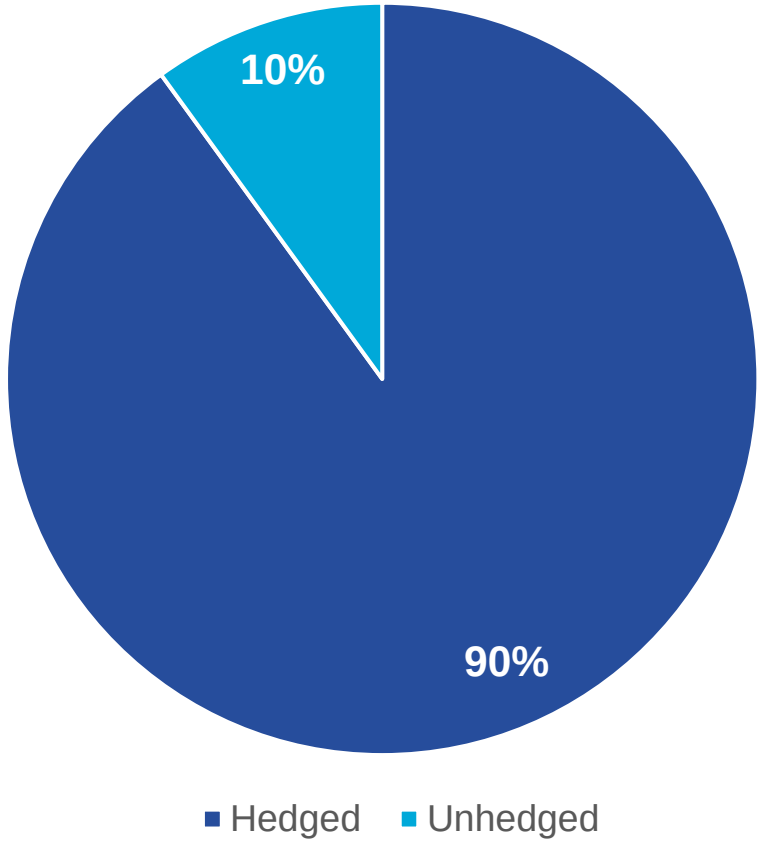
Fiscal 2021 – Consolidated NFE ($ in millions)	$	207.7
NJNG	**$**	**32.7**
Utility Gross Margin*	$	79.3
O&M	$	5.2
Depreciation & Amortization (D&A)	$	(14.5)
Interest expense, AFUDC, Income Tax	$	(37.3)
Clean Energy Ventures	**$**	**22.6**
Revenue	$	33.0
O&M	$	(4.0)
D&A, Interest Expense and Other	$	(6.4)
Storage & Transportation	**$**	**9.4**
Operating Income	$	11.5
Equity in Earnings of Affiliates	$	(6.6)
Other	$	4.5
Energy Services	**$**	**(32.0)**
Financial Margin*	$	(51.3)
Interest Expense, Income Tax and Other	$	19.3
Home Services and Other	**$**	**(0.1)**
Fiscal 2022 – Consolidated NFE ($ in millions)	$	240.3

1) A reconciliation of these non-GAAP measures can be found in the Appendix

Mitigating the Impact of Higher Gas Prices for our Customers

- Cost of natural gas supply is a pass through to customers
- By policy, at least 75% of our estimated winter send-out for residential and small commercial sales customers must be hedged prior to November 1st
- Hedging typically executed with gas in storage and the use of financial instruments to hedge storage injections
- By securing a cost-effective supply and leveraging the BGSS incentive, NJNG has been able to moderate the price of natural gas for our customers

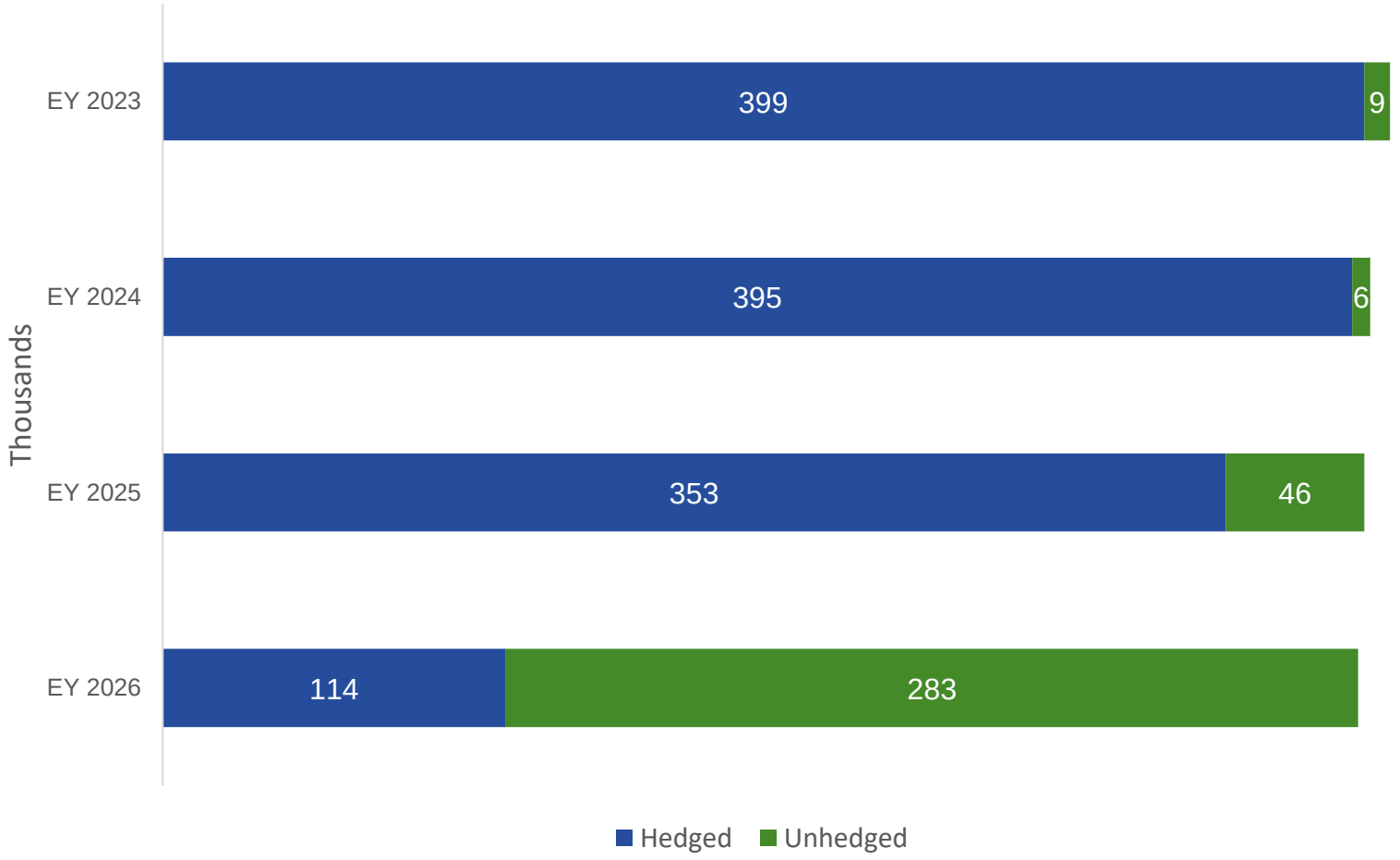
Hedged Portion of NJNG's Winter Sales[1]



1) Sales from November 2022 to March 2023

CEV – SREC Hedging Strategy Stabilizes Revenue

Based on Energy Year[1], as of September 30, 2022



Percent Hedged	Average Price	Current Price (EY)
98%	$203	$229

Percent Hedged	Average Price	Current Price (EY)
98%	$197	$215

Percent Hedged	Average Price	Current Price (EY)
89%	$190	$201

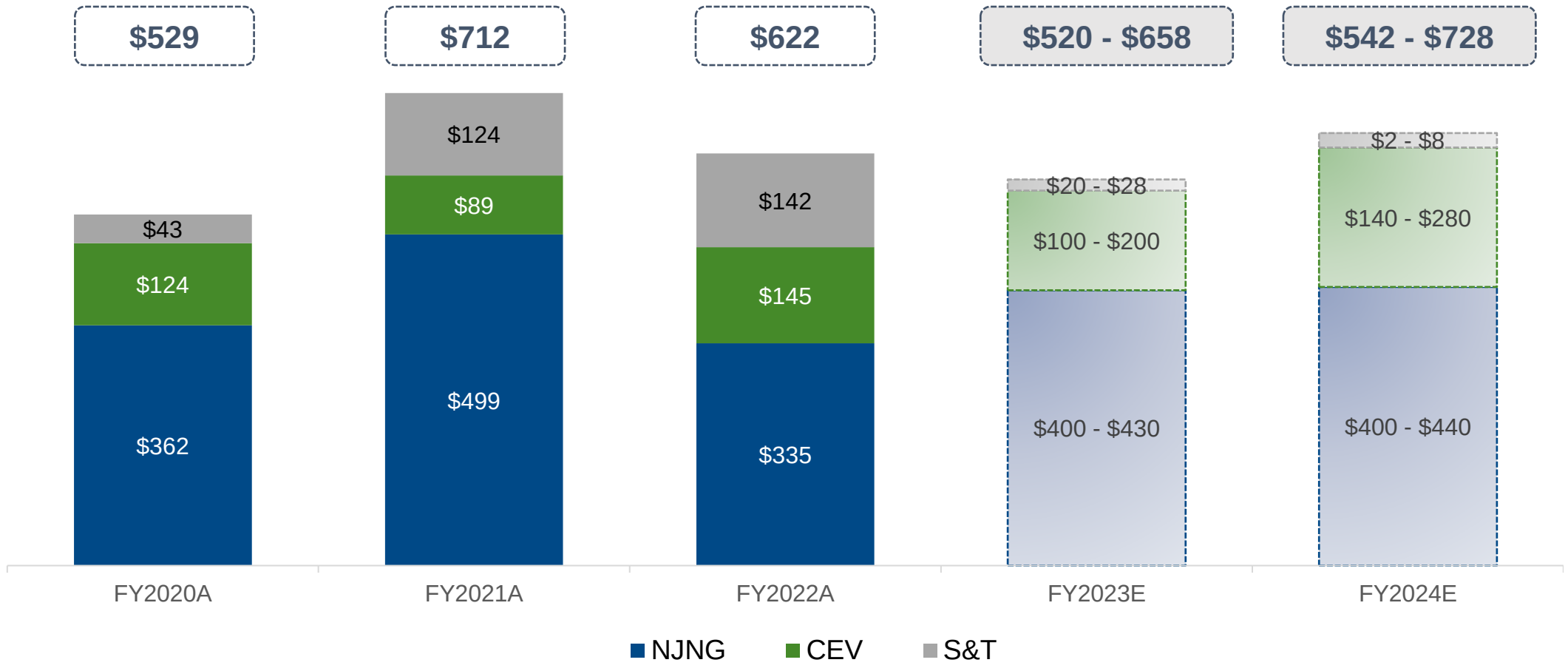
Percent Hedged	Average Price	Current Price (EY)
29%	$173	$184

1) Energy Years run from June 1 of the prior year to May 31 of the respective year; for example, Energy Year 2023 begins on June 1, 2022, and ends on May 31, 2023

NJR Capital Plan[1]

($ in Millions)

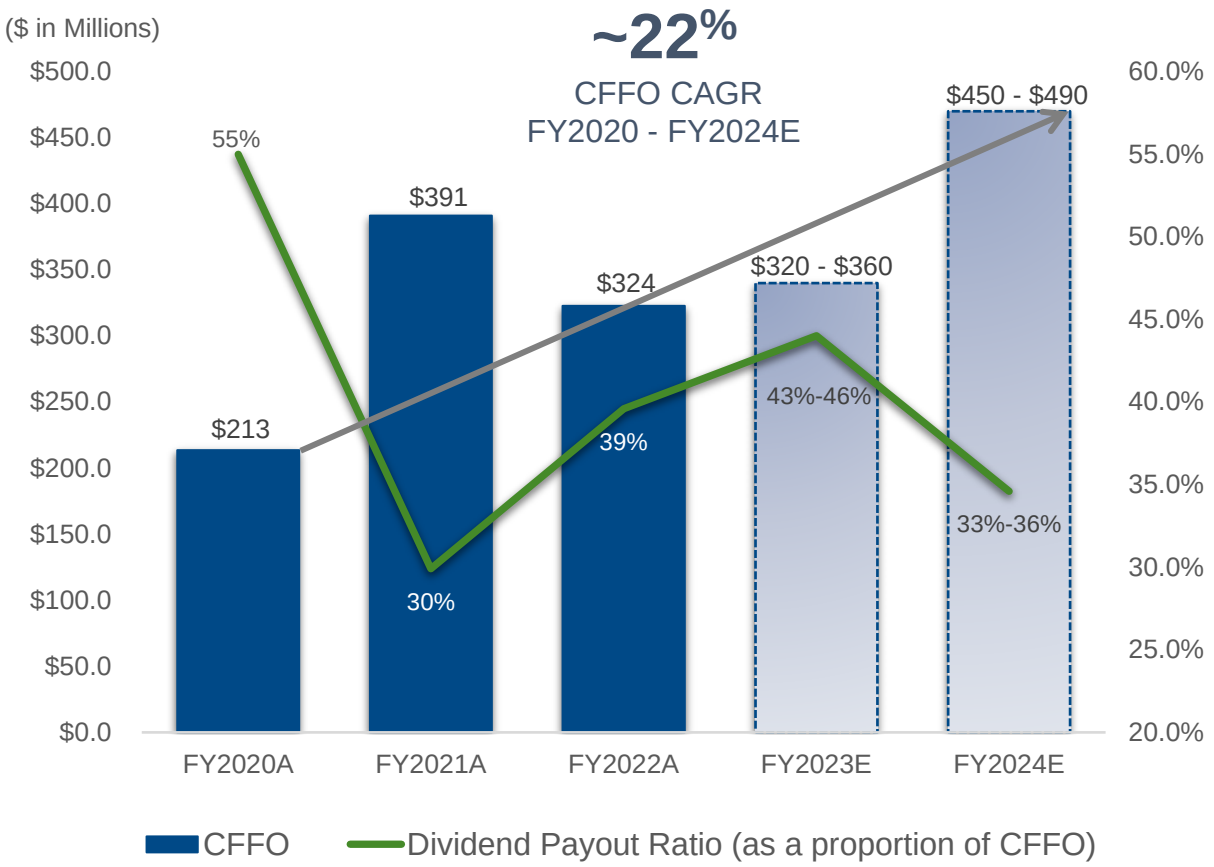
Capital plan supports long-term NFEPS growth targets of 7 – 9%



1) Total change in PP&E (cash spent, capex accrued and AFUDC). For GAAP purposes, SAVEGREEN investments are included as part of cash flows from operations

NJR Cash Flow From Operations and Investment Grade Profile

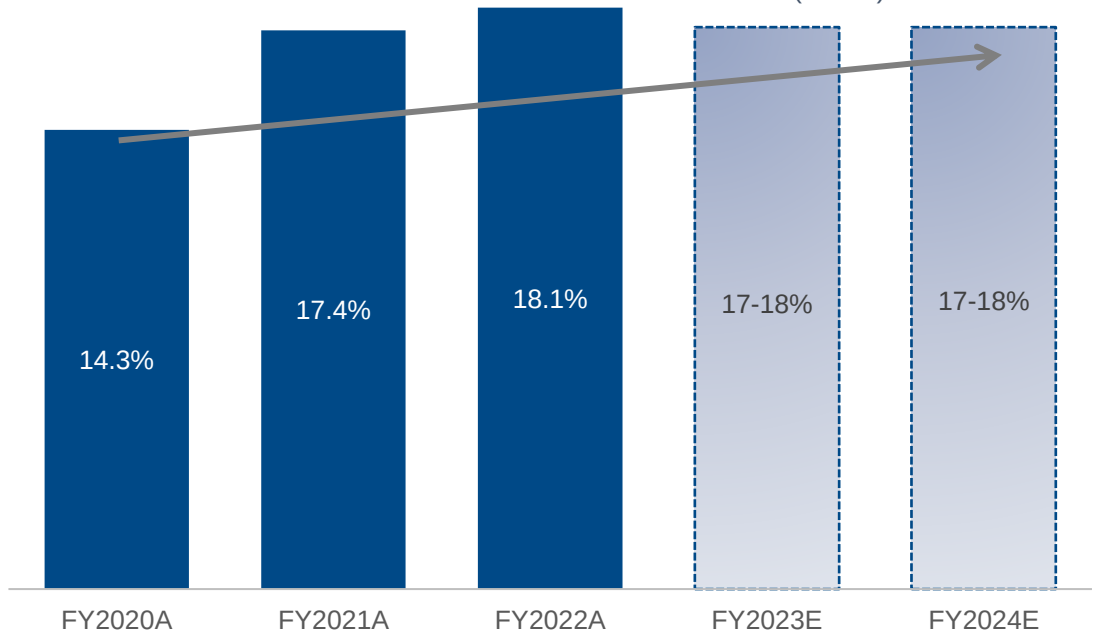
NJR Cash Flow from Operations



NJR Adjusted FFO/ Adjusted Debt[1]

Current Credit Ratings

	NJNG (Secured Rating)	NJR (Unsecured Rating)
NAIC	NAIC-1.E	NAIC-2.A
Moody's	A1 (Stable)	
Fitch	A+ (Stable)	



1) Internal estimates based on Fitch Ratings methodology. Ratio represents inverse of FFO-adjusted leverage ratio. A reconciliation from adjusted funds from operations to cash flows from operating activities and adjusted debt to long-term and short-term debt can be found in the Appendix. Adjusted funds from operations is cash flows from operating activities, plus components of working capital, cash paid for interest (net of amounts capitalized), capitalized interest, the incremental change in SAVEGREEN loans, grants, rebates, and related investments, and operating lease expense. Adjusted debt is total long-term and short-term debt, net of cash and cash equivalents, excluding solar asset financing obligations but including solar contractually committed payments for sale lease-backs, debt issuance costs, and other Fitch credit metric adjustments.

Well Positioned in a Rising Interest Rate Environment

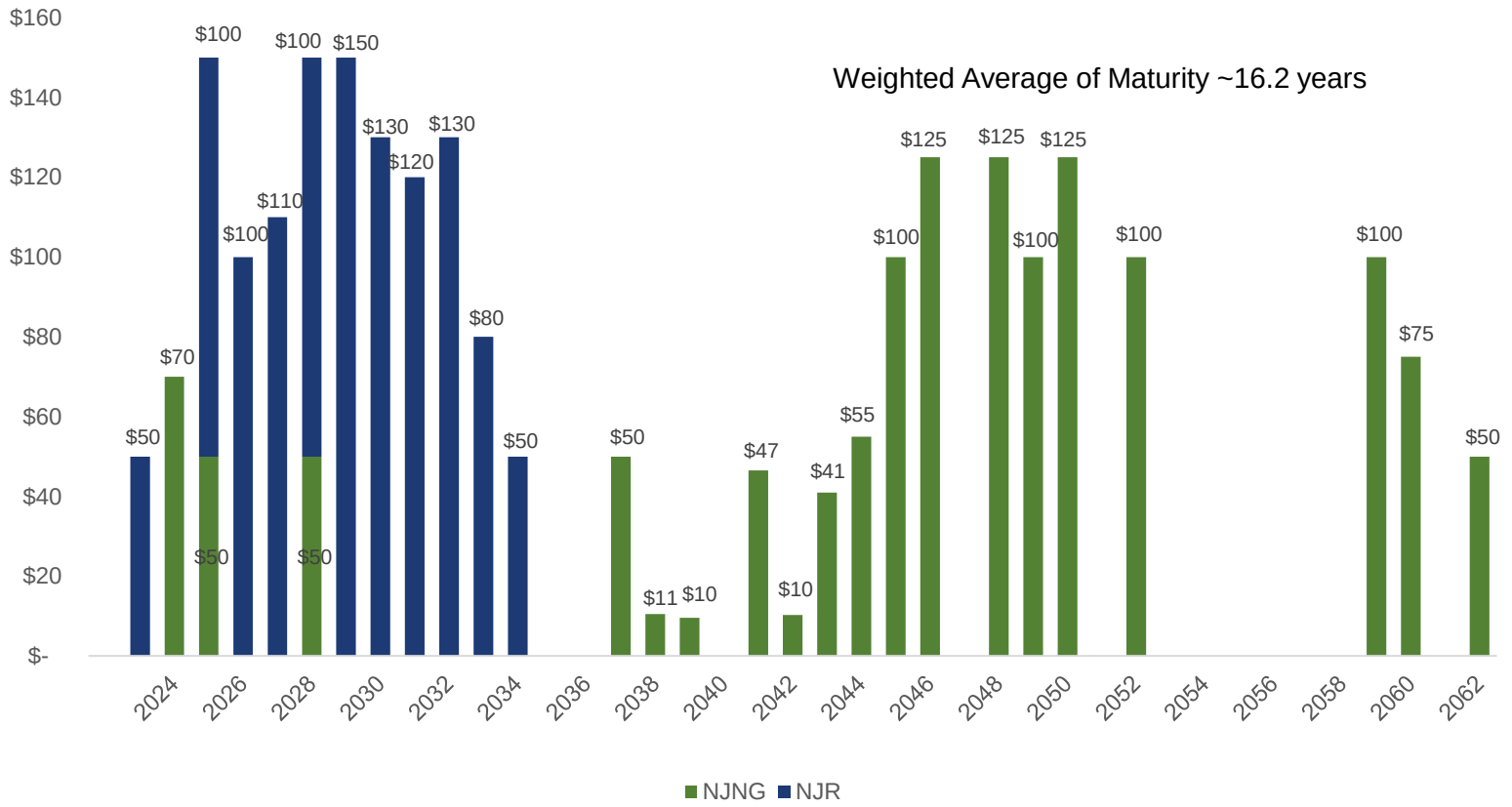
($ in Millions)

Impact of high interest rate environment included in FY2023 and long-term NFEPS guidance

- Interest rate impact mitigated by predominately fixed-rate debt
- Manageable debt repayment schedule with no significant maturity towers in any particular year
- Substantial liquidity at both NJNG and NJR - $900M of credit facilities available through FY2027

Term Debt Maturity Schedule

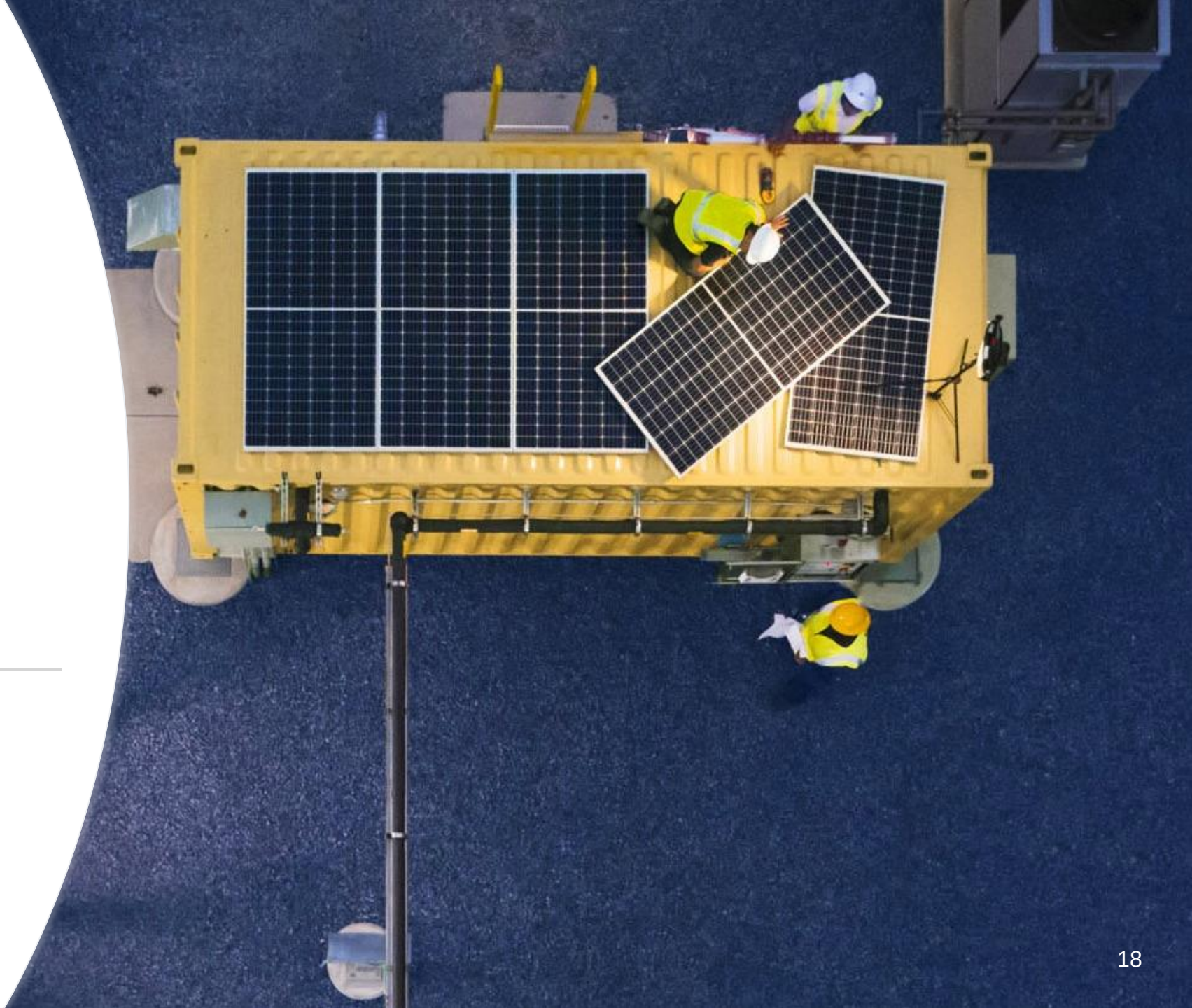
as of September 30, 2022[1]



1) Term debt only (excludes short-term debt of $424 million, capital leases of $24 million and solar asset financing obligations of $112 million). Grouped by fiscal years.

Conclusion

Steve Westhoven
President and CEO



New Jersey Resources

NJR's Path To Decarbonization

Growing Core Businesses While Investing in the Clean Energy Future

Achieved 50% reduction in NJ operational emissions since 2006

60% emissions reduction from NJ operations from 2006 levels by 2030

Net-Zero NJ Operations 2050

NJNG

Leverage and Improve Strong Infrastructure

- Committed to reducing methane emissions from distribution system
- Lowest leaks per mile in NJ
- 99% of system plastic or protected steel
- First Green Hydrogen project to inject 100% of output for end use customers
- Pursuing other RNG and clean H2 decarbonized fuel opportunities

CEV

Execute on Broad Opportunity Set for Solar Projects

- Expanding solar footprint both within New Jersey and Northeast
- Enhancing development capabilities through insourcing, building internal expertise and greenfield efforts
- Leveraging our scale and operating experience to manage assts efficiently

S&T

Leverage Existing Storage and Transportation Assets

- Continue to improve existing infrastructure to safely and reliably deliver clean and efficient natural gas

Inflation Reduction Act: Key Strategic Elements for NJR

The IRA aligns with NJR's "all of the above" approach on energy transition

Promotes investment and innovation across clean energy technologies that can help reach 2050 climate goals in the fastest, most affordable and most reliable way possible

Extension of / Multipliers on Solar Investment Tax Credit

Increased to 30% for the next 10 years

Can be further increased with stackable adders

CEV's portfolio is well-positioned to benefit from adders

Transferability of ITCs

Increases funding flexibility by allowing for sale of tax credits for cash. This allows for monetization of ITCs without equity partnership structures

Market will need to develop, but the transferability of tax credits will likely generate new demand for ITCs

Hydrogen, RNG, Energy Storage Incentives

Helps improve cost parity for green hydrogen and reduce the cost for our ratepayers

May provide additional investment opportunities for NJNG and CEV

Delivering Value to Shareholders Through Growth and Income

Implementing Strategic Plan to Drive Continued Organic Growth Across Portfolio

NJR is a Premier Energy Infrastructure Company

The Clean Energy Future Starts at NJR

Net Zero by 2050 goal for New Jersey operations

Solid Long Term Growth Outlook

Expect 7% - 9% NFEPS Growth

Growing Dividend

Annualized dividend yield of 3.5%[1]

Dividend growth in line with long-term NFEPS growth expectations

TOTAL EXPECTED SHAREHOLDER RETURN: ~11 - 13%

1) Based on dividend per share of $1.56 and closing share price of $45.11 on November 15, 2022

Appendix

Slide	
23	NJR's Business Portfolio
24	Fourth Quarter and Fiscal 2022 NFE by Business Unit
25	Review of Q4 FY 2022 NFE Changes
26	Reconciliation of NFE and NFEPS to Net Income
27	Other Reconciliation of Non-GAAP Measures
28	Reconciliation of Adjusted Funds from Operations to Cash Flow from Operations for FY2022
29	NJR CEV – SREC Hedging by Energy Year
30	NJR Capital Plan Table
31	NJR Projected Cash Flows
32	Environmental, Social and Governance Efforts
33	Shareholder and Contact Information



New Jersey Resources

NJR's Business Portfolio

Natural Gas and Renewable Fuel Distribution; Solar Investments, Wholesale Energy Markets; Storage & Transportation Infrastructure; Retail Operations



New Jersey Natural Gas (NJNG)

Operates and maintains approximately 7,700 miles of Natural Gas transportation and distribution infrastructure serving approximately 569,000 customers in New Jersey

- Utilize public policy and expand its business while taking advantage of energy efficiency



Clean Energy Ventures (CEV)

CEV develops, invests in, owns and operates energy projects that generate clean power, provide low carbon energy solutions and help our customers save energy and money in a sustainable way

- Broader climate goals support continued investment across the solar market



Storage and Transportation (S&T)

Invests in, owns and operates midstream assets including natural gas pipeline and storage facilities. Our companies provide transportation and storage services to a broad range of customers in the natural gas market

- Generating stable fee-based revenue from diverse mix of high credit-quality customers



Energy Services (ES)

Provides unregulated, wholesale natural gas to consumers across the Gulf Coast, Eastern Seaboard, Southwest, Mid-continent and Canada. In addition to energy supply, NJRES provides a full-range of customized energy management services

- Long option strategy provides significant upside potential with limited downside risk.



New Jersey Resources Home Services (NJRHS)

NJR Home Services offers customers home comfort solutions, including equipment sales and installations; solar lease and purchase plans; and a service contract product line, including heating, cooling, water heating, electric and standby generator contracts

- Recognized as a Top 20 Ruud® National Pro Partner™ for 6 Consecutive Years

New Jersey Resources

Demonstrated leadership as a premier energy infrastructure and environmentally-forward thinking company

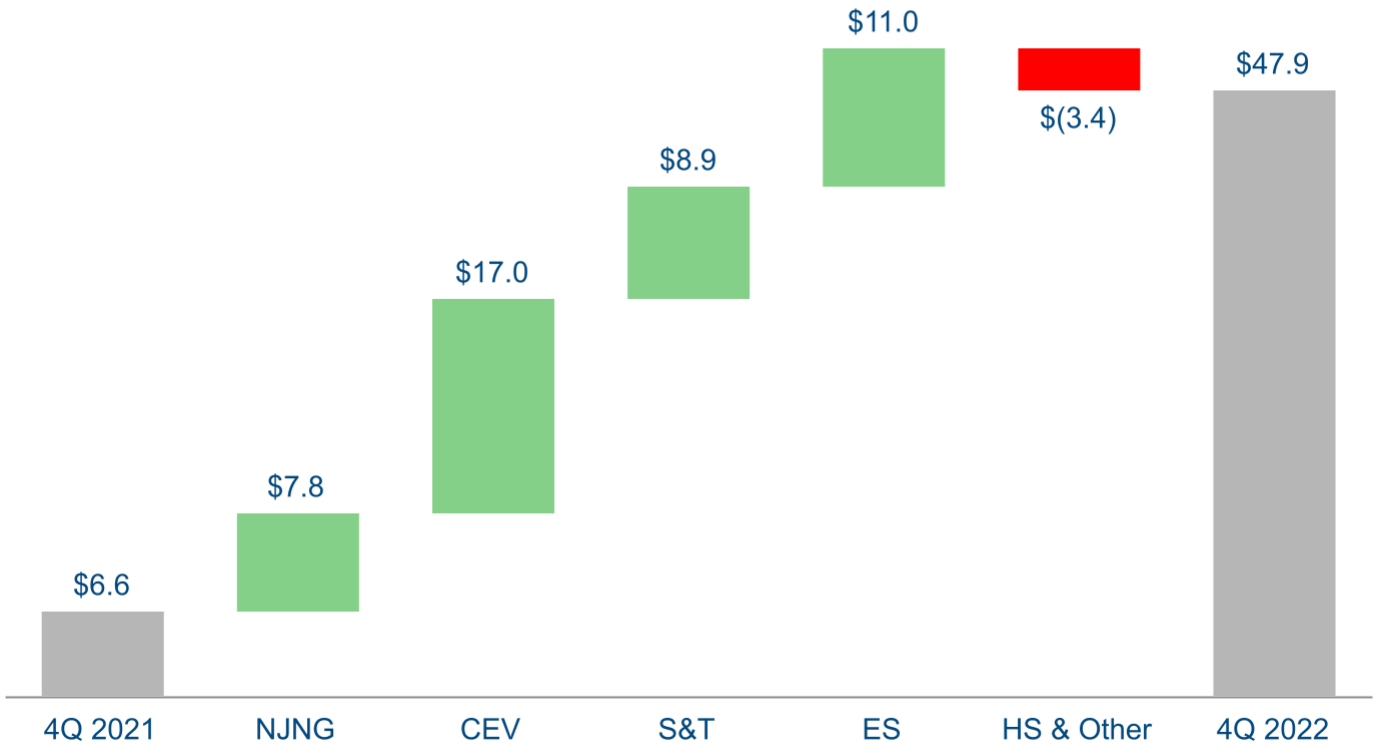
Fiscal 2022 Fourth Quarter and Year End NFE by Business Unit

($ in ooos)

(Thousands)	Three Months Ended September 30,			Twelve Months Ended September 30,		
	2022	2021	Change	2022	2021	Change
New Jersey Natural Gas	$(16,387)	$(24,214)	$7,827	$140,124	$107,375	$32,749
Clean Energy Ventures	$57,813	$40,861	$16,952	$39,403	$16,789	$22,614
Storage and Transportation	$11,341	$2,440	$8,901	$22,454	$13,046	$9,408
Energy Services	$(3,383)	$(14,384)	$11,001	$39,121	$71,117	$(31,996)
Home Services and Other	$(1,488)	$1,896	$(3,384)	$(781)	$(615)	$(166)
Total	**$47,896**	**$6,599**	**$41,297**	**$240,321**	**$207,712**	**$32,609**
NFEPS	**$0.50**	**$0.07**	**$0.43**	**$2.50**	**$2.16**	**$0.34**

NJR Review of Fiscal Q422 NFE Changes

($ in Millions)



Fiscal 4Q21 – Consolidated NFE ($ in millions)	$	6.6
NJNG	**$**	**7.8**
Utility Gross Margin*	$	16.5
O&M	$	(2.1)
Depreciation & Amortization (D&A)	$	(2.9)
Interest expense, AFUDC, Income Tax	$	(3.7)
Clean Energy Ventures	**$**	**17.0**
Revenue	$	23.4
O&M	$	(3.1)
D&A, Interest Expense and Other	$	(3.3)
Storage & Transportation	**$**	**8.9**
Operating Income	$	12.3
Equity in Earnings of Affiliates	$	(0.2)
Other	$	(3.2)
Energy Services	**$**	**11.0**
Financial Margin*	$	29.7
Interest Expense, Income Tax and Other	$	(18.7)
Home Services and Other	**$**	**(3.4)**
Fiscal 4Q22 – Consolidated NFE ($ in millions)	$	47.9

1) A reconciliation of these non-GAAP measures can be found in the Appendix

New Jersey Resources

Reconciliation of NFE and NFEPS to Net Income

($ in ooos)

- NFE is a measure of earnings based on the elimination of timing differences to effectively match the earnings effects of the economic hedges with the physical sale of natural gas, Solar Renewable Energy Certificates (SRECs) and foreign currency contracts. Consequently, to reconcile net income and NFE, current-period unrealized gains and losses on the derivatives are excluded from NFE as a reconciling item. Realized derivative gains and losses are also included in current-period net income. However, NFE includes only realized gains and losses related to natural gas sold out of inventory, effectively matching the full earnings effects of the derivatives with realized margins on physical natural gas flows. NFE also excludes certain transactions associated with equity method investments, including impairment charges, which are non-cash charges, and return of capital in excess of the carrying value of our investment. These are not indicative of the Company's performance for its ongoing operations. Included in the tax effects are current and deferred income tax expense corresponding with the components of NFE.

- NFE eliminates the impact of volatility to GAAP earnings associated with unrealized gains and losses on derivative instruments in the current period

(Unaudited)

	Three Months Ended September 30,		Twelve Months Ended September 30,	
	2022	2021	**2022**	2021
NEW JERSEY RESOURCES				
A reconciliation of net income, the closest GAAP financial measure, to net financial earnings is as follows:				
Net income (loss)	**$ 54,522**	$ (1,133)	$ 274,922	$ 117,890
Add:				
Unrealized (gain) loss on derivative instruments and related transactions	**(1,846)**	40,576	(59,906)	54,203
Tax effect	**439**	(9,647)	14,248	(12,887)
Effects of economic hedging related to natural gas inventory	**(5,221)**	(30,150)	19,939	(42,405)
Tax effect	**1,241**	7,166	(4,738)	10,078
(Gain on) impairment of equity method investment	**(1,500)**	—	(5,521)	92,000
Tax effect	**374**	767	1,377	(11,167)
NFE tax adjustment	**(113)**	(980)	—	—
Net financial earnings	**$ 47,896**	$ 6,599	$ 240,321	$ 207,712
Weighted Average Shares Outstanding				
Basic	**96,235**	96,198	96,100	96,227
Diluted	**96,630**	96,198	96,488	96,560
A reconciliation of basic earnings per share, the closest GAAP financial measure, to basic net financial earnings per share is as follows:				
Basic earnings (loss) per share	**$ 0.57**	$ (0.01)	$ 2.86	$ 1.23
Add:				
Unrealized (gain) loss on derivative instruments and related transactions	**$ (0.02)**	$ 0.42	$ (0.62)	$ 0.56
Tax effect	**$ 0.01**	$ (0.10)	$ 0.15	$ (0.13)
Effects of economic hedging related to natural gas inventory	**$ (0.05)**	$ (0.31)	$ 0.21	$ (0.44)
Tax effect	**$ 0.01**	$ 0.07	$ (0.05)	$ 0.10
(Gain on) impairment of equity method investment	**$ (0.02)**	$ —	$ (0.06)	$ 0.96
Tax effect	**$ —**	$ 0.01	$ 0.01	$ (0.12)
NFE tax adjustment	**$ —**	$ (0.01)	$ —	$ —
Basic NFE per share	**$ 0.50**	$ 0.07	$ 2.50	$ 2.16

New Jersey Resources

Other Reconciliation of Non-GAAP Measures

($ in ooos)

NJNG Utility Gross Margin

- NJNG's utility gross margin is defined as operating revenues less natural gas purchases, sales tax, and regulatory rider expenses. This measure differs from gross margin as presented on a GAAP basis as it excludes certain operations and maintenance expense and depreciation and amortization.

Energy Services Financial Margin

- Financial margin removes the timing differences associated with certain derivative and hedging transactions. Financial margin differs from gross margin as defined on a GAAP basis as it excludes certain operations and maintenance expense and depreciation and amortization expenses as well as the effects of derivatives instruments on earnings.

(Unaudited)

	Three Months Ended September 30,		Twelve Months Ended September 30,	
	2022	2021	**2022**	2021
A reconciliation of gross margin, the closest GAAP financial measurement, to utility gross margin is as follows:				
Operating revenues	**$ 190,488**	$ 98,274	**$ 1,128,767**	$ 731,796
Less:				
Natural gas purchases	**114,791**	38,842	**557,232**	260,714
Operating and maintenance (1)	**30,840**	26,156	**93,199**	110,364
Regulatory rider expense	**3,496**	3,734	**59,437**	38,304
Depreciation and amortization	**24,391**	21,507	**94,579**	80,045
Gross margin	**16,970**	8,035	**324,320**	242,369
Add:				
Operating and maintenance (1)	**30,840**	26,156	**93,199**	110,364
Depreciation and amortization	**24,391**	21,507	**94,579**	80,045
Utility gross margin	**$ 72,201**	$ 55,698	**$ 512,098**	$ 432,778
A reconciliation of gross margin, the closest GAAP financial measurement, to financial margin is as follows:				
Operating revenues	**$ 439,568**	$ 334,780	**$ 1,529,272**	$ 1,228,420
Less:				
Natural Gas purchases	**413,805**	357,133	**1,394,405**	1,098,261
Operating and maintenance (1)	**10,281**	4,588	**23,709**	33,263
Depreciation and amortization	**54**	28	**148**	111
Gross margin	**15,428**	(26,969)	**111,010**	96,785
Add:				
Operating and maintenance (1)	**10,281**	4,588	**23,709**	33,263
Depreciation and amortization	**54**	28	**148**	111
Unrealized loss (gain) on derivative instruments and related transactions	**1,671**	45,011	**(60,000)**	58,362
Effects of economic hedging related to natural gas inventory	**(5,221)**	(30,150)	**19,939**	(42,405)
Financial margin	**$ 22,213**	$ (7,492)	**$ 94,806**	$ 146,116

(1) Excludes selling, general and administrative expenses

New Jersey Resources

Reconciliation of Adjusted Funds from Operations to Cash Flow from Operations for FY2022

- Adjusted funds from operations is cash flows from operating activities, plus components of working capital, cash paid for interest (net of amounts capitalized), capitalized interest, the incremental change in SAVEGREEN loans, grants, rebates, and related investments, and operating lease expense
- Adjusted debt is total long term and short-term debt, net of cash and cash equivalents, excluding solar asset financing obligations but including solar contractually committed payments for sale lease backs, debt issuance costs, and other Fitch credit metric adjustments

Adjusted Funds from Operations, FY2022
(Millions)

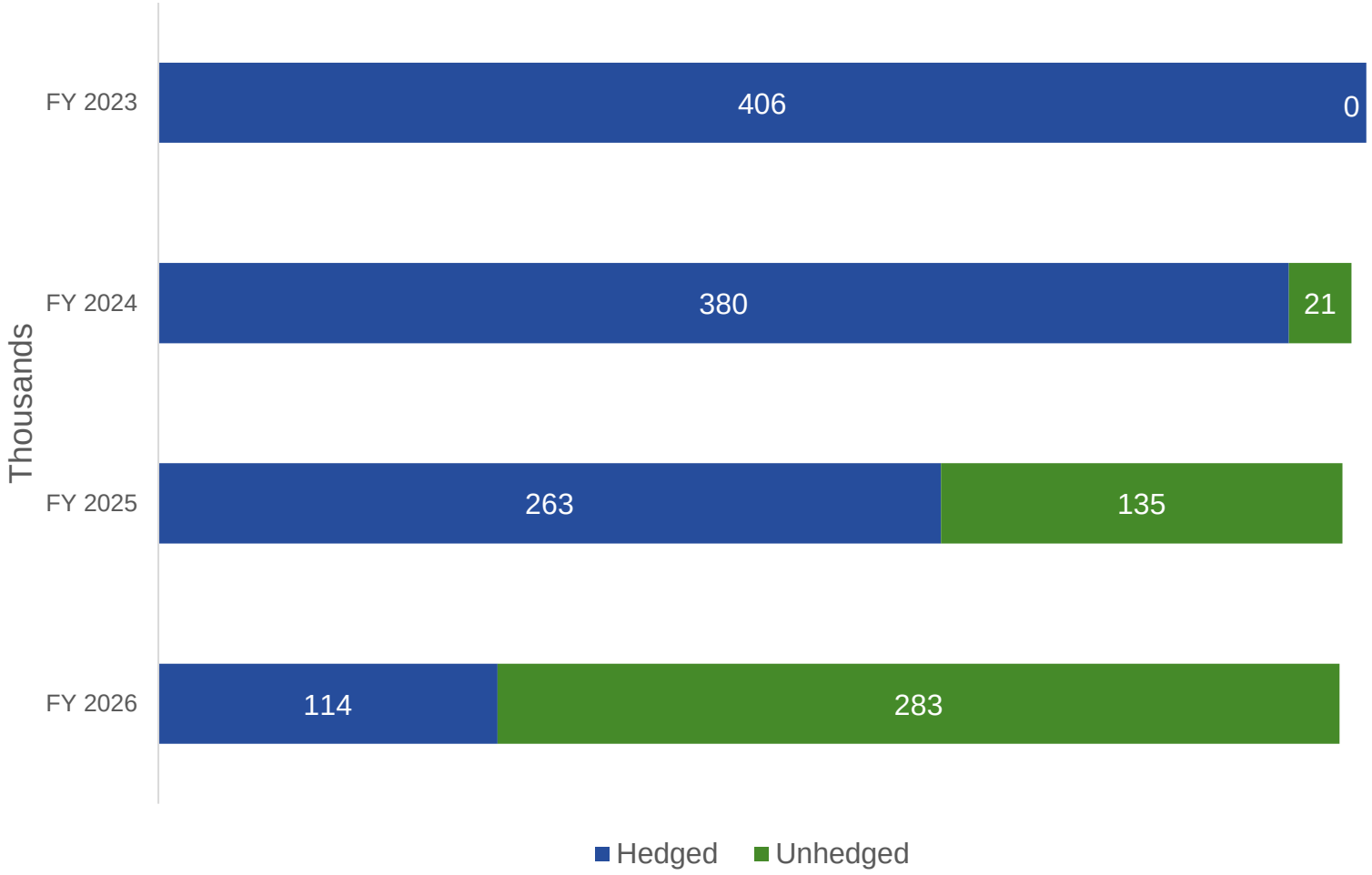
Cash Flow from Operations	**$323.5**
Add back	
Components of working capital	$77.7
Cash paid for interest (net of amounts capitalized)	$84.4
Capitalized Interest	$6.1
SAVEGREEN loans, grants, rebates and related investments	$53.1
Operating cash flows from operating leases	$7.4
Adjusted FFO (Non-GAAP)	**$552.2**

Adjusted Debt, FY2022
(Millions)

Long-Term Debt (including current maturities)	**$2,560.4**
Short-Term Debt	**$424.0**
Exclude	
Cash on Hand	($1.1)
CEV Sale-Leaseback Debt	($130.6)
Include	
CEV Sale lease-back Contractual Commitments	$111.6
Debt Issuance Costs	$13.3
Operating Lease Debt estimate (8x lease expense)	$77.6
Adjusted Debt (Non-GAAP)	**$3,055.2**

NJR CEV – SREC Hedging by *Fiscal Year*

As of September 30, 2022



Percent Hedged	Average Price	Current Price (FY)
100%	$204	$224

Percent Hedged	Average Price	Current Price (FY)
95%	$194	$210

Percent Hedged	Average Price	Current Price (FY)
66%	$190	$195

Percent Hedged	Average Price	Current Price (EY)
29%	$173	$177

NJR Capital Plan[1]

($ in Millions)

		FY2022A	FY2023E	FY2024E	Near Real Time Return?
New Jersey Natural Gas	New Customer	$54	$54 - $58	$56 - $60	Yes
	Maintenance & Integrity	$104	$109 - $113	$161 - $176	
	Cost of Removal / Other	$42	$36 - $40	$36 - $40	
	Facilities	$7	$31 - $34	$2 - $4	
	IT	$42	$65 - $69	$46 - $50	
	IIP	$32	$32 - $36	$26 - $30	Yes
	RNG & P2G	$1	$25 - $28	$25 - $28	
	SAVEGREEN	$53	$48 - $52	$48 - $52	Yes
		$335	**$400 - $430**	**$400 - $440**	
Clean Energy Ventures	Sunlight Advantage	$13	$9 - $13	$10 - $14	
	Commercial Solar	$132	$91 - $187	$130 - $266	
		$145	**$100 - $200**	**$140 - $280**	
Storage and Transportation	Adelphia Gateway	$124	$12 - $16	$2 - $6	
	Leaf River	$18	$8 - $12	$0 - $2	
		$142	**$20 - $28**	**$2 - $8**	
Total		**$622**	**$520 - $658**	**$542 - $728**	

1) Total change in PP&E (cash spent, capex accrued and AFUDC). For GAAP purposes, SAVEGREEN investments are included as part of cash flows from operations

NJR Projected Cash Flows

($ in Millions)

		FY2022A	FY2023E	FY2024E
Cash Flow from Operations		**$324**	**$320 - $360**	**$450 - $490**
Uses of Funds	Capital Expenditures[1]	$590	$466 - $600	$489 - $671
	Dividends[2]	$128	$132 - $137	$143 - $148
	Total Uses of Funds	**$718**	**$598 - $737**	**$632 - $819**
Financing Activities	Common Stock Proceeds – DRIP	$15	$16 - $18	$17 - $19
	Debt Proceeds/Other	$379	$262 - $359	$165 - $310
	Total Financing Activities	**$394**	**$278 - $377**	**$182 - $329**

1) Excludes accrual for AFUDC and SAVEGREEN investments (for GAAP purposes, SAVEGREEN investments are included in Cash Flow from Operations)
2) Dividend growth for fiscal 2023 and fiscal 2024 are based upon the midpoint of forecasted 7-9% growth rate

Environmental, Social and Governance Efforts

Focus on Definable Accomplishments



Environmental

- 13 consecutive sustainability reports
- Reduced operational emissions in New Jersey by over 50% from 2006 levels and have set an even higher goal of achieving net-zero emissions by 2050
- One of the largest owner-operators of solar assets in New Jersey, we have invested over $1 billion over the last decade building clean, emissions-free power for homes and businesses



Social

- Our 2021 DEI Report highlights our belief we are bound together by shared values and principles across the entire human experience
- Executive DEI Council helps to ensure accountability
- Employee-led Business Resource Groups (BRG), cross-functional teams of employees whose core mission is to cultivate deeper connections with co-workers and communities. Over 22% of NJR employees belong to one of seven BRGs



Governance

- Our board of directors (Board) has a broad range of skills and industry knowledge, as well as a diversity of perspectives that align with our company's long-term strategy
- The Board is responsible for oversight of NJR's overall strategy, including all Environmental Social and Governance (ESG) issues

Shareholder and Contact Information

Stock Transfer Agent and Registrar

The Transfer Agent and Registrar for the company's common stock is Broadridge Corporate Issuer Solutions, Inc. (Broadridge).

Shareowners with questions about account activity should contact Broadridge investor relations representatives between 9 a.m. and 6 p.m. ET, Monday through Friday, by calling toll-free 800-817-3955.

General written inquiries and address changes may be sent to:
Broadridge Corporate Issuer Solutions
P.O. Box 1342, Brentwood, NY 11717

or

For certified and overnight delivery:
Broadridge Corporate Issuer Solutions, ATTN: IWS
1155 Long Island Avenue, Edgewood, NY 11717

Shareowners can view their account information online at shareholder.broadridge.com/NJR.

Corporate Headquarters

1415 Wyckoff Road
Wall, NJ 07719
(732) 938-1000
www.njresources.com

Contact Information

Adam Prior – Director, Investor Relations
732-938-1145
aprior@njresources.com

Last Four Dividends Paid (Quarterly Frequency)

Ex-Dividend Date	Record Date	Payable Date	Amount per share
9/23/2022	9/26/2022	10/3/2022	$0.39[1]
6/14/2022	6/15/2022	7/1/2022	$0.3625
3/15/2022	3/16/2022	4/1/2022	$0.3625
12/14/2021	12/15/2021	1/3/2022	$0.3625

Online Information

Website: www.njresources.com

Investor Relations: LINK

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1) 7.6 percent increase in the quarterly dividend rate to $0.39 per share from $0.3625 per share