

# May 2025 Investor Presentation

Fiscal 2025 Second Quarter and Year-to-Date Financial Results



# **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," "may," "will," "intends," "plans," "believes," should" and similar expressions may identify forward-looking statements and such forward-looking statements are based upon management's exprectations, assumptions and beliefs or that the effect of future developments on NJR will be those anticipated by management. Forward-looking statements in this earnings presentation include, but are not limited to, statements regarding NJR's NFEPS guidance for fiscal 2025, including NFEPS guidance by Segment and EPS, long term growth targets and guidance range, long term annual growth projections and targets, Capital Plan expectations, dividend and financing activities, customer growth at NJNG future NJR and NJNG capital expenditures, potential CEV capital projects, project pipeline (under construction, contract or exclusivity) through Fiscal 2029, total expected shareholder return projections, dividend growth, CEV revenue and service projections, our debt repayment schedule, contributions from Leaf River, Steckman Ridge and Adelphia Gateway, SREC Hedging strategies and Asset Management Agreements, new rates put in place with the BPU, our Energy Efficiency Expansion as approved by the BPU, our solar growth goals, the outcome or timing of Adelphia's rate case with FERC, emissions reduction strategies and clean energy goals, changing interest rates, and other legal and regulatory expectations, and statements to historical fact.

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 new information future events or otherwise, except as required by law.

#### 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, 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, and certain realized gains and losses 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.

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 guidance without unreasonable efforts. In addition, in making forecasts relating to S&T's Adjusted EBITDA 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, cash flows from operations. Management is not able to provide a reconciliation to the corresponding GAAP equivalent for significance of these items on reported GAAP measures and therefore is not able to provide a reconciliation to the corresponding to significance of these items on reported GAAP measures and total long-term and short-term debt due to matters such as, but not limited to, the unpredictability and variability of future earnings, cash flows from operations. Management is not able to provide a reconciliation to the corresponding GAAP equivalent for such posteride and cash postions. 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 posteride and cash postions. Management is not a



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# NJR At a Glance

## **Corporate Information**

Ticker	NYSE: NJR
Corporate Headquarters	Wall, NJ
Incorporated	New Jersey
Website	www.njresources.com
IPO	1982
Share Information	
Share Price	\$49.52
Shares Outstanding	100.3M
Market Cap	\$4.9B
Dividend Information	
Annual Dividend	\$1.80
Dividend Yield	3.63%

• All daily trading information/multiples as of 5/2/2025



# Fiscal 2025 Second Quarter and Year-to-Date Highlights

Executing on our Strategic Plan to Drive Growth



Solid Execution Across all of NJR's Complementary Portfolio of Businesses

New Jersey	Clean Energy	Storage and	Energy Services
Natural Gas	Ventures	Transportation	
<b>First full quarter of</b>	~ <b>31MW<sup>2</sup></b> placed into service in FY 2025	Adelphia Rate Case	<b>Outperformance</b>
<b>new rates</b> following		Progressing	in 2025 Winter Season
settlement of base rate case Initial investments under new <b>SAVEGREEN</b> Program	<ul><li>60MW of Projects Under Construction</li><li>Over 1GW Solar Project Pipeline</li></ul>	Assessing Potential <b>New</b> <b>Cavern Expansion</b> at Leaf River	Continued fee-based revenue from AMAs



# Increases Fiscal 2025 NFEPS Guidance by \$0.10 to \$3.15 to \$3.30

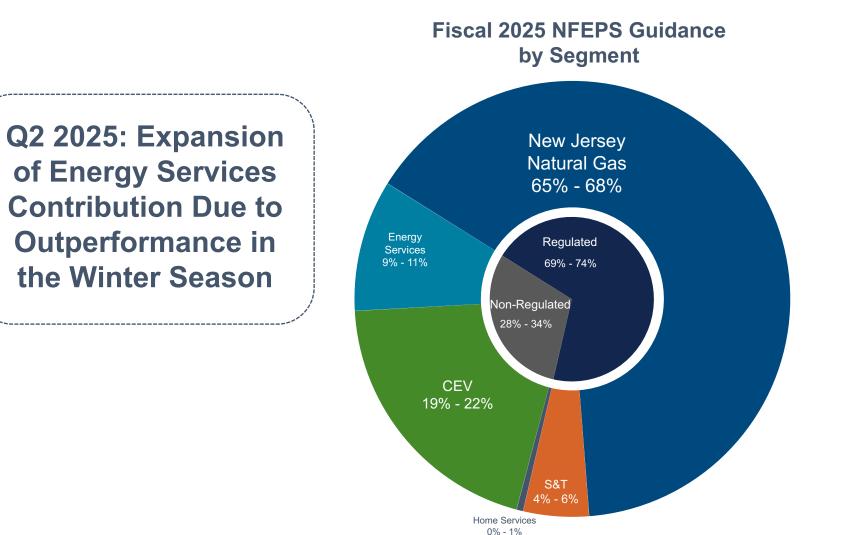
Guidance Range Above 7% - 9% Long-term Projected NFEPS Growth

# **Net Financial Earnings per Share**



# **NFEPS Guidance by Segment**

NJNG Remains the Largest Contributor to NFEPS Following the Conclusion of its Base Rate Case



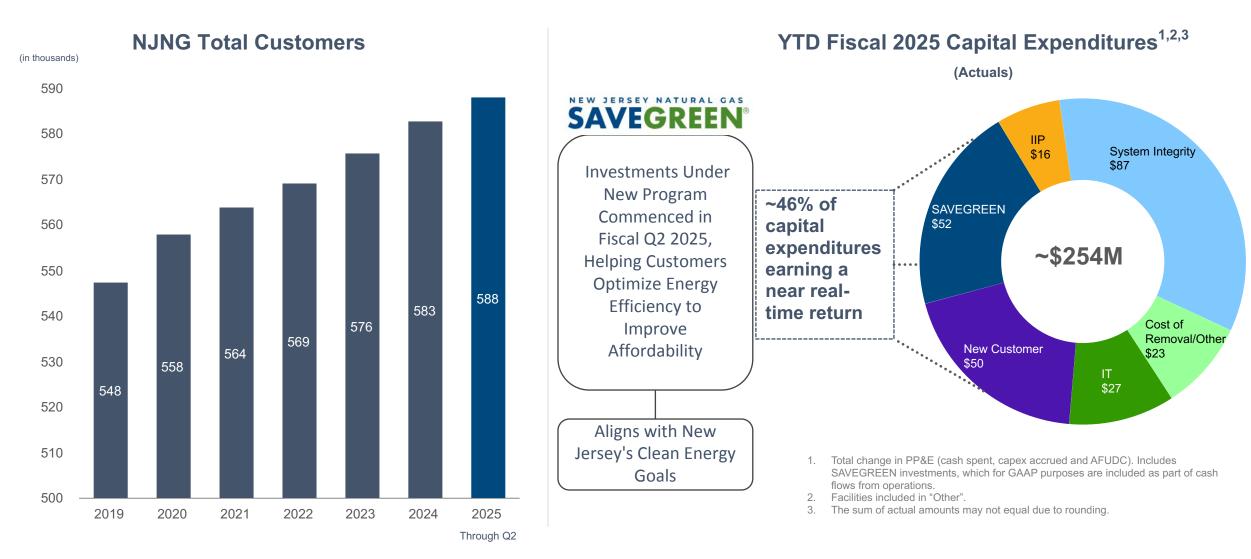
Over 65% of Fiscal 2025 NFEPS Expected from Utility Operations

Over 70% Excluding the Gain from the Sale of the Residential Solar Portfolio



# New Jersey Natural Gas (NJNG)

Strong Trend of Customer Growth Through a Mix of New Construction and Conversions Across New Jersey



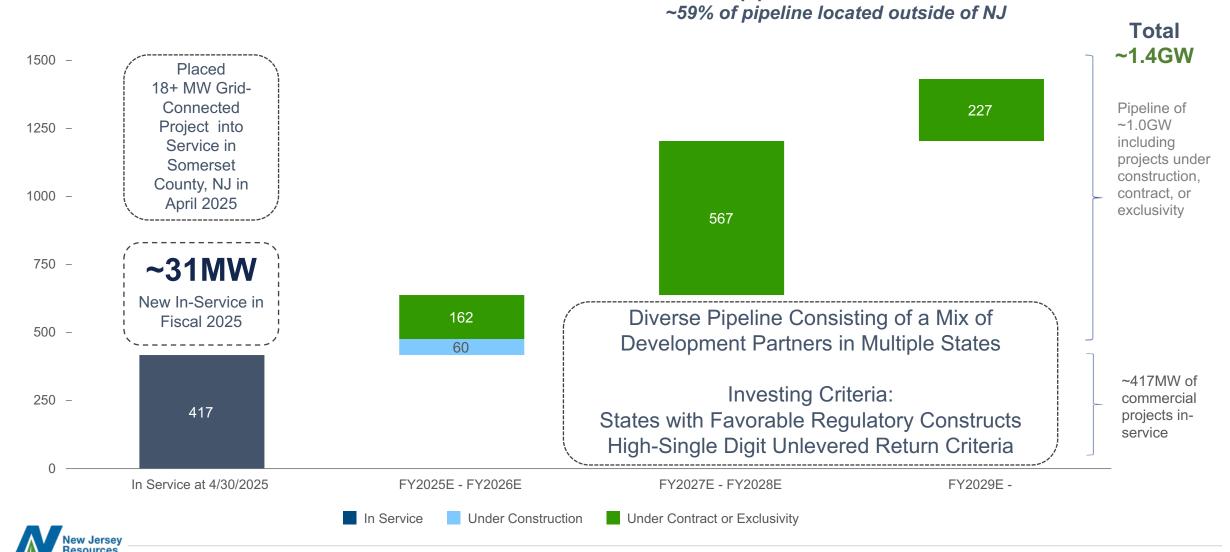


# **Clean Energy Ventures (CEV)**

CEV Owns and Operates Solar Projects with Approximately 417MW of Commercial Solar Capacity

MWs

1750 -



~41% of pipeline located in NJ

# **Storage and Transportation (S&T)**

Leaf River (storage) and Adelphia Gateway (transportation)



## Leaf River Energy Center:

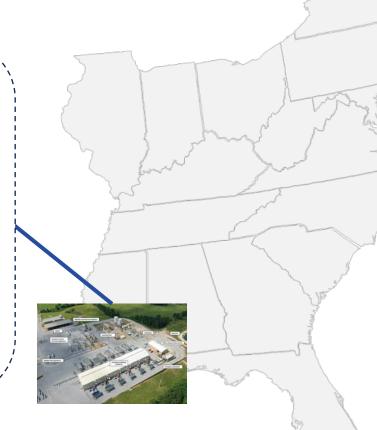
Maximizing Existing Asset

## **Capacity Recovery Project Ongoing**

• Salt cavern leaching is a process used to regain capacity lost to salt creep over time

## **Potential 4th Cavern Expansion**

- Completed non-binding open season in March 2025
- Favorable response
- Currently examining design optimization





## Adelphia Section 4 Base Rate Case

- Filed in Fiscal 2024 Fourth Quarter
- Considered numerous investments made in rate base, expenses of pipeline operations, and regulatory driven projects

## What's New:

- Base Rate Case continuing as expected
- Settlement process ongoing with expected completion in 2025



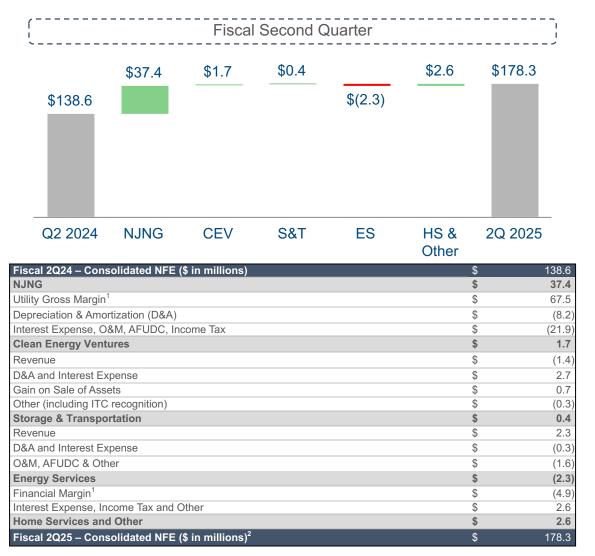
# Financial Review

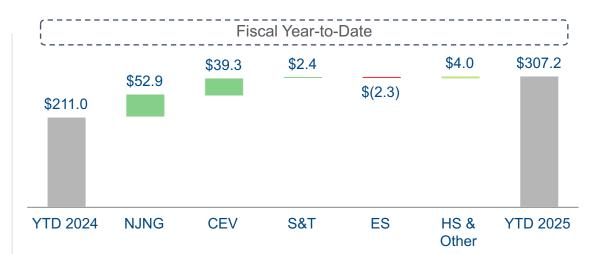




# **Review of Fiscal 2025 Second Quarter and Year-to-Date Results<sup>1</sup>**

(\$ in Millions)





Fiscal 2024 YTD – Consolidated NFE (\$ in millions)	\$ 211.0
NJNG	\$ 52.9
Utility Gross Margin <sup>1</sup>	\$ 93.0
Depreciation & Amortization (D&A)	\$ (13.4)
Interest Expense, O&M, AFUDC and Income Tax	\$ (26.7)
Clean Energy Ventures	\$ 39.3
Revenue	\$ (10.2)
D&A and Interest Expense	\$ 4.2
Gain on Sale of Assets	\$ 55.5
Other (including ITC recognition)	\$ (10.2)
Storage & Transportation	\$ 2.4
Revenue	\$ 5.0
D&A and Interest Expense	\$ (0.6)
AFUDC & Other	\$ (2.0)
Energy Services	\$ (2.3)
Financial Margin <sup>1</sup>	\$ (8.6)
Interest Expense, Income Tax and Other	\$ 6.3
Home Services and Other	\$ 4.0
Fiscal 2025 YTD – Consolidated NFE (\$ in millions) <sup>2</sup>	\$ 307.2



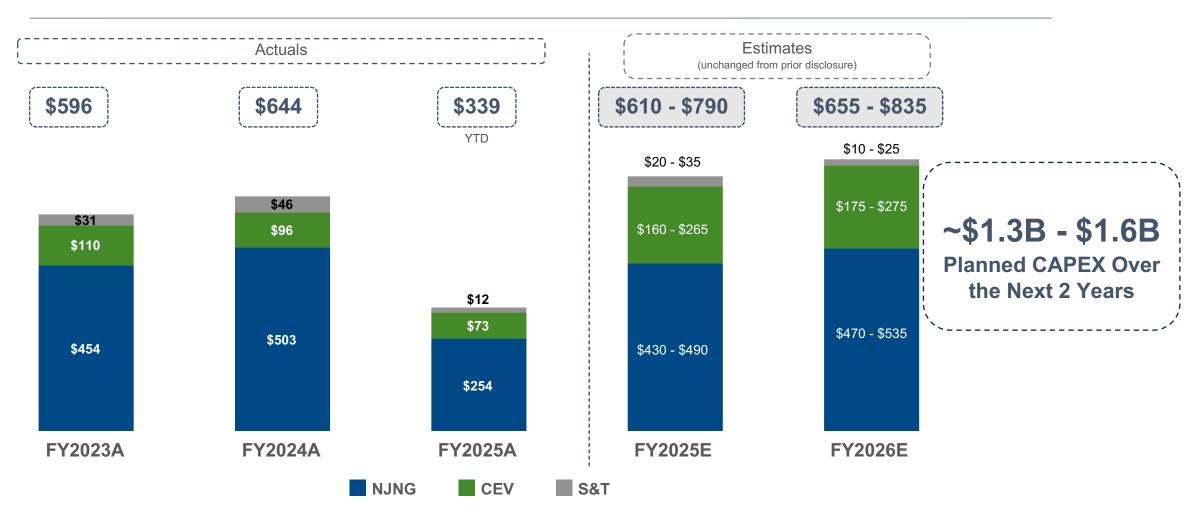
1. A reconciliation of these non-GAAP measures can be found in the Appendix.

2. The sum of actual amounts may not equal to total due to rounding.

# NJR Capital Plan<sup>1,2</sup>

(\$ in Millions)

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



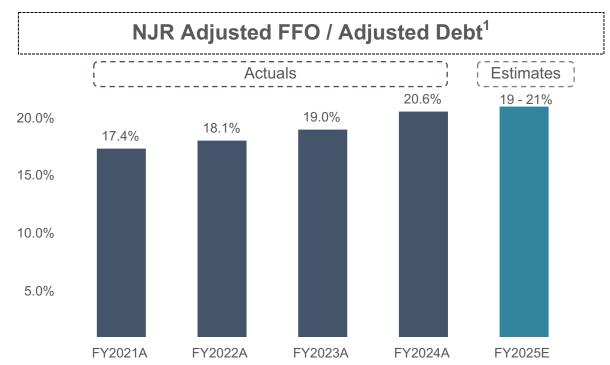


2. The sum of actual amounts may not equal due to rounding.

# Superior Credit Metrics, Balance Sheet and Cash Flows

Well Positioned to Achieve Higher than Peer Growth with No Need for Block Equity

# NJNGNJR<br/>(Secured Rating)NAICNAIC-1.ENAIC-2.AMoody'sA1 (Stable)FitchA+ (Stable)



# 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 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.



**Superior Credit Metrics** 

**No Block Equity Needs** 

\$1 billion in the Next Two Years

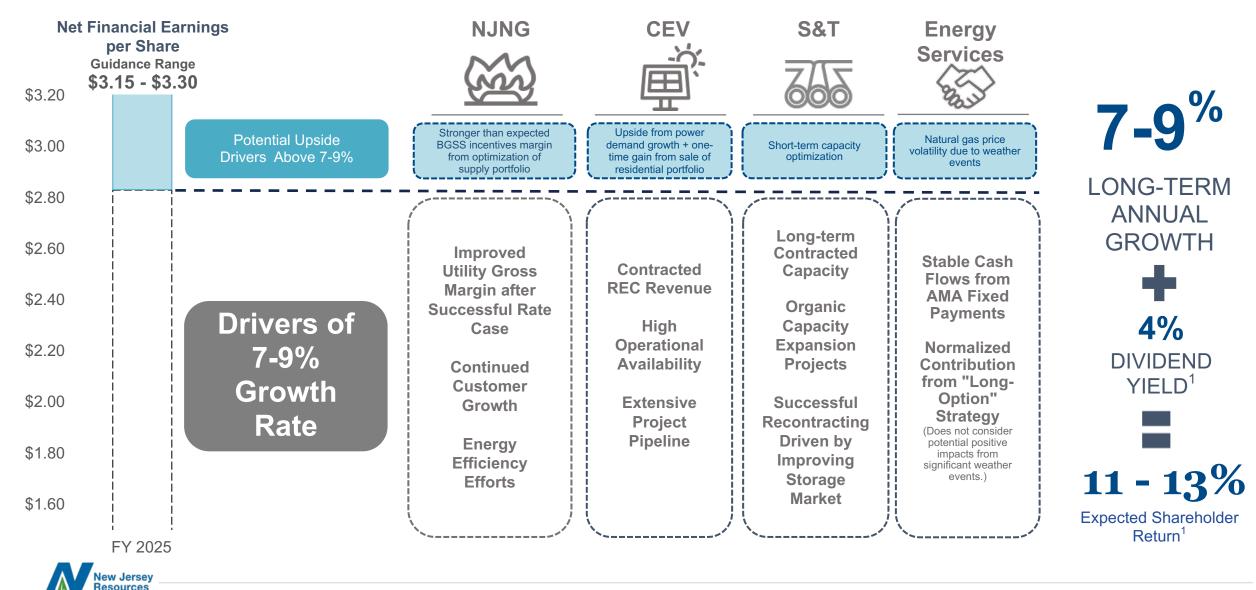
**Staggered Debt Maturity Stack** 

Cash Flow from Operations of \$900 million -

Substantial liquidity at both NJNG and NJR
\$825M of credit facilities available through FY2029

# **Industry Leading Long-Term Growth Rate of 7-9%**

Highly Visible 7-9% NFEPS Growth with Potential for Additional Upside, No Block Equity Needs, "Utility-like" Earnings Contribution



# **Appendix:**

## Financial Statements and Additional Information

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# **Reconciliation of NFE and NFEPS to Net Income**

## (\$ in 000s)

ew Jersey

period

	(Unaudited)		udited) Three Months Ended March 31,				d Six Months Er March 31,		
			2025		2024	2025		2024	
	NEW JERSEY RESOURCES								
<ul> <li>NFE is a measure of earnings based on the elimination of timing differences to effectively match the earnings effects of the economic</li> </ul>	A reconciliation of net income, the closest GAAP financial measure, to net	t financ				005.000	¢	040.000	
hedges with the physical sale of natural gas, Solar Renewable Energy Certificates (SRECs) and	Net income Add:	\$	204,287	\$	120,812 \$	335,606	\$	210,223	
foreign currency contracts. Consequently, to	Unrealized (gain) loss on derivative instruments and related transactions		(27,206)		25,457	(20,838)		20,057	
reconcile net income and NFE, current-period	Tax effect		6,466		(6,049)	4,953		(4,767)	
unrealized gains and losses on the derivatives are	Effects of economic hedging related to natural gas inventory		(6,650)		(2,845)	(16,177)		(19,073)	
excluded from NFE as a reconciling item. Realized derivative gains and losses are also included in	Tax effect		1,580		676	3,844		4,533	
current-period net income. However, NFE includes	NFE tax adjustment		(181)		525	(198)		47	
only realized gains and losses related to natural	Net financial earnings	\$	178,296	\$	138,576 <b>\$</b>	307,190	\$	211,020	
gas sold out of inventory, effectively matching the full earnings effects of the derivatives with realized margins on physical natural gas flows. NFE also	Weighted Average Shares Outstanding Basic		100,291		98,377	100,073		98,123	
excludes certain transactions associated with equity method investments, including impairment	Diluted		100,933		99,102	100,705		98,839	
charges, which are non-cash charges, and return of capital in excess of the carrying value of our	A reconciliation of basic earnings per share, the closest GAAP financial m follows:	neasure	e, to basic r	net f	inancial earn	ings per sh	are i	s as	
investment. These are not indicative of the Company's performance for its ongoing operations. Included in the tax effects are current	Basic earnings per share Add:	\$	2.04	\$	1.23 <b>\$</b>	3.35	\$	2.14	
and deferred income tax expense corresponding	Unrealized (gain) loss on derivative instruments and related transactions		(0.27)		0.25	(0.21)		0.20	
with the components of NFE.	Tax effect		0.06		(0.06)	0.05		(0.05)	
NFE eliminates the impact of volatility to GAAP	Effects of economic hedging related to natural gas inventory		(0.06)		(0.03)	(0.16)		(0.19)	
earnings associated with unrealized gains and	Tax effect		0.01		0.01	0.04		0.05	
losses on derivative instruments in the current	Basic net financial earnings per share	\$	1.78	\$	1.41 \$	3.07	\$	2.15	

# **Other Reconciliation of Non-GAAP Measures**

(\$ in 000s)	(Unaudited)		Three Mor Marc	nths E ch 31,		Six Months Ended March 31,			
			2025		2024	2025		2024	
	A reconciliation of gross margin, the closest GAAP financial measure	emen	t, to utility gr	ross r	nargin is as f	follows:			
NJNG Utility Gross Margin	Operating revenues Less:	\$	618,645	\$	463,201	\$ 952,410	\$	756,631	
<ul> <li>NJNG's utility gross margin is defined as</li> </ul>	Natural gas purchases		275,298		206,675	405,303		325,119	
operating revenues less natural gas	Operating and maintenance <sup>1</sup>		29,510		29,558	55,519		55,341	
purchases, sales tax, and regulatory rider	Regulatory rider expense		48,501		29,229	70,977		48,418	
expenses. This measure differs from gross margin as presented on a GAAP	Depreciation and amortization		35,713		27,464	67,797		54,381	
basis as it excludes certain operations and	Gross margin Add:		229,623		170,275	352,814		273,372	
maintenance expense and depreciation	Operating and maintenance <sup>1</sup>		29,510		29,558	55,519		55,341	
and amortization.	Depreciation and amortization		35,713		27,464	67,797		54,381	
	Utility gross margin	\$	294,846	\$	227,297	\$ 476,130	\$	383,094	
	A reconciliation of gross margin, the closest GAAP financial measure	emen	t, to financia	I mar	gin is as follo	ows:			
Energy Services Financial Margin	Operating revenues	\$	246,390	\$	144,862	\$ 332,698	\$	244,530	
Financial margin removes the timing	Less:		454 047		405 004	040 745		405 000	
differences associated with certain derivative and hedging transactions.	Natural Gas purchases		151,847		105,634	219,715		165,800	
Financial margin differs from gross margin	Operating and maintenance <sup>1</sup>		10,866		13,102	12,463		17,791	
as defined on a GAAP basis as it excludes	Depreciation and amortization		62 83,615		56 26,070	<u>109</u> 100,411		113 60,826	
certain operations and maintenance	Gross margin Add:		03,015		20,070	100,411		00,020	
expense and depreciation and amortization expenses as well as the	Operating and maintenance <sup>1</sup>		10,866		13,102	12,463		17,791	
effects of derivatives instruments on	Depreciation and amortization		62		56	109		113	
earnings.	Unrealized (gain) loss on derivative instruments and related transactions		(27,206)		29,198	(20,838	)	24,932	
	Effects of economic hedging related to natural gas inventory		(6,650)		(2,845)	(16,177		(19,073)	
	Financial margin	\$	60,687	\$	65,581	\$ 75,968		84,589	

1. Excludes selling, general and administrative expenses

# **Reconciliation of Adjusted Funds from Operations to Cash Flow from Operations**

## Adjusted Funds from Operations, **YTD FY2025** (Millions)

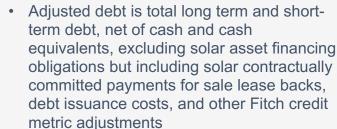
 Adjusted funds from operations is cash flows from operating activities, plus components of working capital, cash paid for interest (net of amounts capitalized), capitalized interest, the incremental change in SAVEGREEN loans, grants, rebates, and related investments, and operating lease expense

•	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

Cash Flow from Operations	\$414.1
Add back	
Components of working capital	(\$2.8)
Cash paid for interest (net of amounts capitalized)	\$64.9
Capitalized Interest	\$5.4
SAVEGREEN loans, grants, rebates and related investments	\$52.2
Operating cash flows from operating leases	\$4.1
Adjusted FFO (Non-GAAP)	\$537.9

## Adjusted Debt, **YTD FY2025** (Millions)

Long-Term Debt (including current maturities)	\$3,081.1
Short-Term Debt	\$162.5
Exclude	
Cash on Hand	(\$84.7)
CEV Sale-Leaseback Debt	(\$289.7)
Include	
CEV Sale lease-back Contractual Commitments	\$214.0
Debt Issuance Costs	\$13.9
Operating Lease Debt estimate (8x lease expense)	\$44.2
Adjusted Debt (Non-GAAP)	\$3,141.3



# Fiscal 2025 Second Quarter and Year-to-Date NFE and NFEPS by Business Unit<sup>1</sup>

## (\$ in 000s)

## Net Financial Earnings (NFE)

(Thousands)	Three Mor	Three Months Ended March 31,			Six Months Ended March 31,			
	2025	2024	Change	2025	2024	Change		
New Jersey Natural Gas	\$144,531	\$107,095	\$37,436	\$211,439	\$158,539	\$52,900		
Clean Energy Ventures	\$(3,958)	\$(5,616)	\$1,658	\$44,172	\$4,906	\$39,266		
Storage and Transportation	\$2,343	\$1,981	\$362	\$8,007	\$5,621	\$2,386		
Energy Services	\$35,301	\$37,644	\$(2,343)	\$43,134	\$45,475	\$(2,341)		
Home Services and Other	\$79	\$(2,528)	\$2,607	\$438	\$(3,521)	\$3,959		
Total	\$178,296	\$138,576	\$39,720	\$307,190	\$211,020	\$96,170		

# Net Financial Earnings per Share (NFEPS)

(Thousands)	Three Mon	Three Months Ended March 31,			Six Months Ended March 31,			
	2025	2024	Change	2025 2024		Change		
New Jersey Natural Gas	\$1.44	\$1.10	\$0.34	\$2.11	\$1.62	\$0.49		
Clean Energy Ventures	\$(0.04)	\$(0.06)	\$0.02	\$0.44	\$0.05	\$0.39		
Storage and Transportation	\$0.03	\$0.02	\$0.01	\$0.09	\$0.06	\$0.03		
Energy Services	\$0.35	\$0.38	\$(0.03)	\$0.43	\$0.46	\$(0.03)		
Home Services and Other	\$—	\$(0.03)	\$0.03	\$0.00	\$(0.04)	\$0.04		
Total	\$1.78	\$1.41	\$0.37	\$3.07	\$2.15	\$0.92		



# Capital Plan Table<sup>1,2</sup>

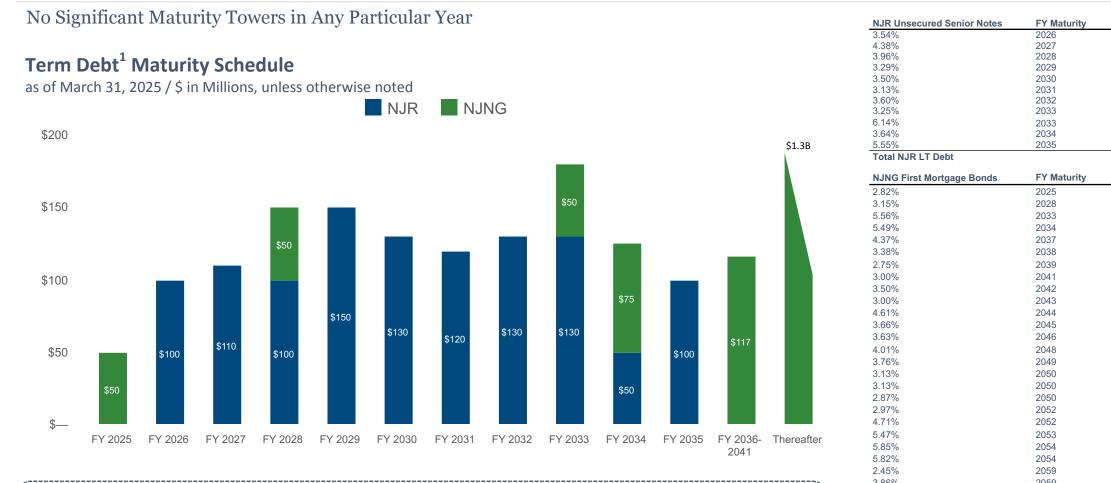
(\$ in Millions)		{Acti	uals ;	/			nates		         	
		FY2024A	YTD FY2025A	F`	Y202	:5E	FY	202	?6E	Near Real Time Return?
New Jersey Natural Gas	New Customer	\$100	\$50	\$100	-	\$110	\$100	-	\$110	Yes
	IIP	\$42	\$16	\$25	-	\$35	\$—	-	\$—	Yes
	SAVEGREEN	\$71	\$52	\$65	-	\$75	\$70	-	\$80	Yes
	IT	\$60	\$27	\$45	-	\$55	\$5	-	\$15	
	System Integrity	\$172	\$87	\$135	-	\$145	\$200	-	\$220	
	Cost of Removal	\$51	\$20	\$35	-	\$40	\$50	-	\$55	
	Other	\$7	\$3	\$25	-	\$30	\$45	-	\$55	
		\$503	\$254	\$430	-	\$490	\$470	-	\$535	
Clean Energy Ventures		\$96	\$73	\$160	-	\$265	\$175	-	\$275	
Storage and Transportation	Adelphia Gateway	\$7	\$4	\$5	-	\$15	\$5	-	\$15	
Storage and Transportation	Leaf River	\$39	\$8	\$15	-	\$20	\$5	-	\$10	
		\$46	\$12	\$20	-	\$35	\$10	-	\$25	
Total		\$644	\$339	\$610	-	\$790	\$655	-	\$835	



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.

2. The sum of actual amounts may not equal due to rounding.

# **Debt Repayment Schedule**



## Substantial liquidity at both NJNG and NJR -\$825M of credit facilities available through FY2029

\$46,500 \$10,300 \$41,000 \$55,000 \$100,000 \$125,000 \$125.000 \$100.000 \$50.000 \$50.000 \$25.000 \$50.000 \$50.000 \$125,000 \$50,000 \$125,000 \$15,000 3.86% 2059 \$85,000 3.33% 2060 \$25,000 2.97% 2060 \$50,000 3.07% 2062 \$50.000

**Total NJNG LT Debt** 

\$1,647,845

Principal

\$100.000

\$110,000

\$100,000

\$150,000

\$130.000

\$120,000

\$130,000

\$80,000

\$50,000

\$50.000

\$100,000

Principal

\$50.000

\$50,000

\$50,000

\$75,000

\$50.000

\$10,500

\$9,545

\$1,120,000

# **Projected Cash Flows<sup>1</sup>**

## (\$ in Millions)

Operating cash flows are primarily affected by variations in working capital, which can be impacted by several factors, including:

- seasonality of our business
- fluctuations in wholesale natural gas prices and other energy prices, including changes in derivative asset and liability values;
- timing of storage injections and withdrawals;
- the deferral and recovery of natural gas costs; changes in contractual assets utilized to optimize margins related to natural gas transactions;
- broker margin requirements;
- impact of unusual weather patterns on our wholesale business;
- timing of the collections of receivables and payments of current liabilities;
- volumes of natural gas purchased and sold;
- and timing of SREC deliveries.

		Actuals }		(unchanged from prior disclosure)					ire)
		FY 2024A	YTD FY2025A	F١	(202	25E	FY	202	26E
Cash Flows (used in) from Operations		\$427	\$414	\$460	) -	\$500	\$510	-	\$550
Uses of Funds	Capital Expenditures <sup>2</sup>	\$569	\$152	\$600	) -	\$700	\$650	-	\$750
	Dividends <sup>3</sup>	\$165	\$90	\$174		\$178	\$188	-	\$192
	Total Uses of Funds	\$734	\$242	\$774	- 1	\$878	\$838	-	\$942
Financing Activities	Common Stock Proceeds – DRIP	\$74	\$28	\$37	-	\$39	\$18	-	\$20
	Debt Proceeds/ (Repayments)/ Other	\$232	\$(200)	\$277	<b>-</b>	\$339	\$310	-	\$372
	Total Financing Activities	\$307	\$(172)	\$314	- 1	\$378	\$328	-	\$392

- 1. The sum of actual amounts may not equal due to rounding.
- 2. Excludes accrual for AFUDC and SAVEGREEN investments (for GAAP purposes, SAVEGREEN investments are included in Cash Flow from Operations).
- 3. Dividend growth for fiscal 2025 and fiscal 2026 are based upon the midpoint of forecasted 7-9% growth rate.

 $= \alpha - \alpha$ 

# **Business Overview**

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# **NJR: Business Portfolio**

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

(NJNG)

(CEV)

(S&T)

Storage and

**Transportation** 

**New Jersey Natural Gas** 

**Clean Energy Ventures** 



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



Energy Services (ES) Provides unregulated, wholesale natural gas to consumers across the

storage services to a broad range of customers in the natural gas market

Invests in, owns and operates midstream assets including natural gas pipeline and storage facilities. Our companies provide transportation and

Operates and maintains Natural Gas transportation and distribution

CEV develops, invests in, owns and operates energy projects that

customers save energy and money in a sustainable way

generate clean power, provide low carbon energy solutions and help our

infrastructure serving approximately 588,000 customers in New Jersey

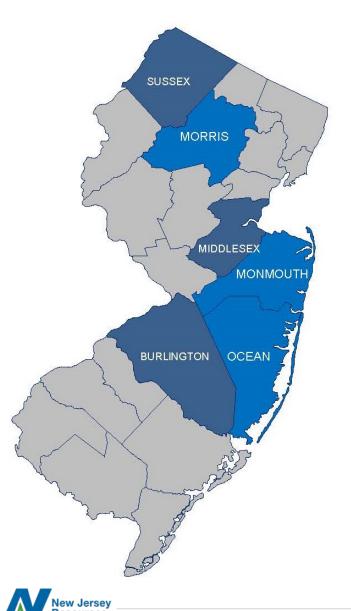
Provides unregulated, wholesale natural gas to consumers across the Gulf Coast, Eastern Seaboard, Southwest, Mid-continent and Canada. In addition to energy supply, NJRES provides a full-range of customized energy management services

NJR 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

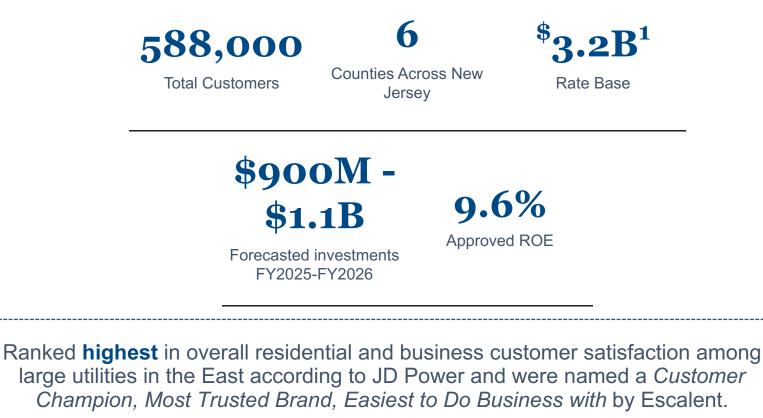
Recognized as a Top 20 Ruud® National Pro Partner<sup>™</sup> for 8 Consecutive Years



# NJNG: High Quality Utility in Favorable Regulatory Environment



Operates and Maintains Natural Gas Transportation and Distribution Infrastructure Serving Approximately 588,000 Customers in New Jersey (predominately located in Monmouth, Ocean, Morris Counties, as well as Middlesex, Sussex and Burlington Counties)



1. As of the most recent base rate case, settled on November 21, 2024

## **Stable Rate Case Results**

- Rate case results are stable
  - Current ROE of 9.60% with a common equity ratio of 54%
  - Full recovery of plant investments to date
  - Rate cases are settled (generally not litigated)
- Resolution of cases has been timely
- Rate Cases Completed in: 2016, 2019, 2021, and the most recent November 2024

## **Decoupled Rates for majority of customers**

- Volume risk due to weather or energy conservation mitigated through the *Conservation Incentive Program* (*CIP*). This decoupling mechanism allows NJNG to earn a fix margin per customer<sup>1</sup>.
- NJNG's natural gas commodity price is a pass-through cost the *Basic Gas Supply Service (BGSS)* program

## **Minimization of Regulatory Lag**

- Investments in customer growth and Infrastructure Investment Program (IIP) earn real-time recovery or accelerated recovery through annual mechanisms
- Through the SAVEGREEN program, energy efficiency investments also have an annual cost recovery mechanism that accelerate recovery of investments and returns

## **Margin Sharing Incentives**

- Like other utilities, NJNG contracts for supply and transportation to meet customer needs
- NJNG's BPU-approved "BGSS Incentive Programs" allow temporary release of capacity or supply when not needed
- NJNG shares margin generated with customers (85% for customers/15% for NJNG)
- BGSS Incentive margin is not counted in NJNG's ROE calculation for overearning

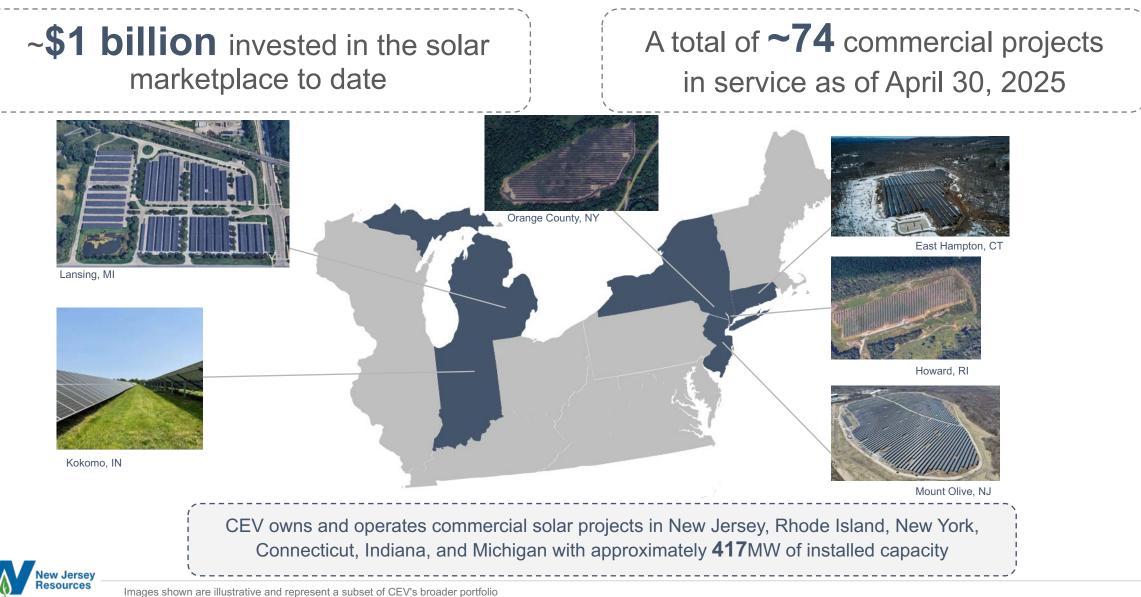
# SAVEGREEN®

Launched in 2009, SAVEGREEN™ provides energy efficiency solutions that meet the unique needs and budgets of residential and commercial customers including low- and moderate income, multifamily, hospitals and municipalities.

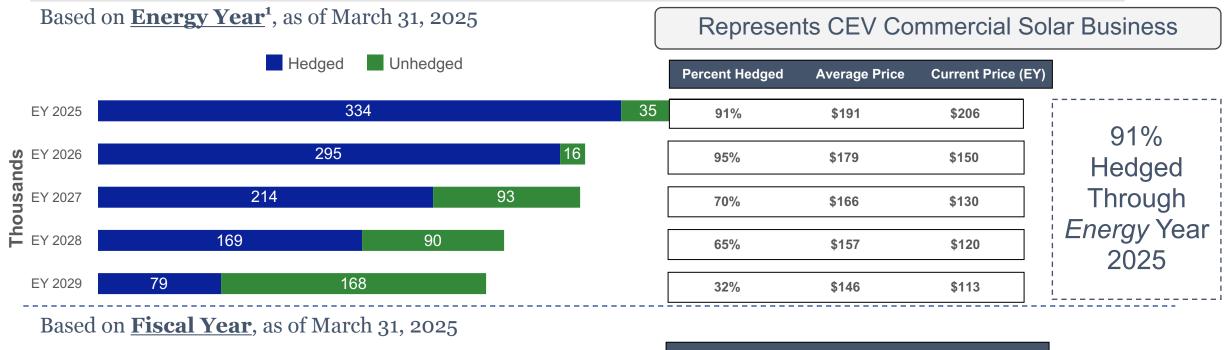
Investments in SAVEGREEN<sup>™</sup> are incremental to our rate base and earn near-real time returns through a rider that is updated annually.

# **CEV: Overview**

Largest Solar Owner-Operator in New Jersey; Diverse and Innovative Commercial Solar Projects Throughout Six States



# **CEV: SREC Hedging Strategy Stabilizes Revenue**





Percent Hedged	Average Price	Current Price (FY)	
98%	\$195	\$187	98%
92%	\$179	\$143	Hedged
85%	\$166	\$127	Through
54%	\$155	\$80	<i>Fiscal</i> Year 2025
32%	\$146	\$75	2023

### New Jersey Resources

1. Energy Years run from June 1 of the prior year to May 31 of the respective year; for example, Energy Year 2025 began on June 1, 2024 and ends on May 31, 2025.

# **Storage and Transportation (S&T): Overview**

Leaf River (storage), Steckman Ridge (storage), and Adelphia Gateway (transportation)

Maximizing capabilities at existing assets as pipeline and storage constraints continue to highlight the benefit of storage and transportation assets



- 32.2 mmdth high deliverability salt cavern storage facility in southeastern Mississippi
- Acquired October 2019
- 100% owner & operator
- Serving Gulf Coast/Southeast the fastest growing natural gas market in North America with a growing reliance on regional supply imports



- 0.9 mmdth/d interstate pipeline from NE PA to greater Philadelphia area
- Acquired January 2020 / Placed in-service September 2022
- 100% owner & operator
- Serving the Northeast region, where the current pipeline grid is constrained

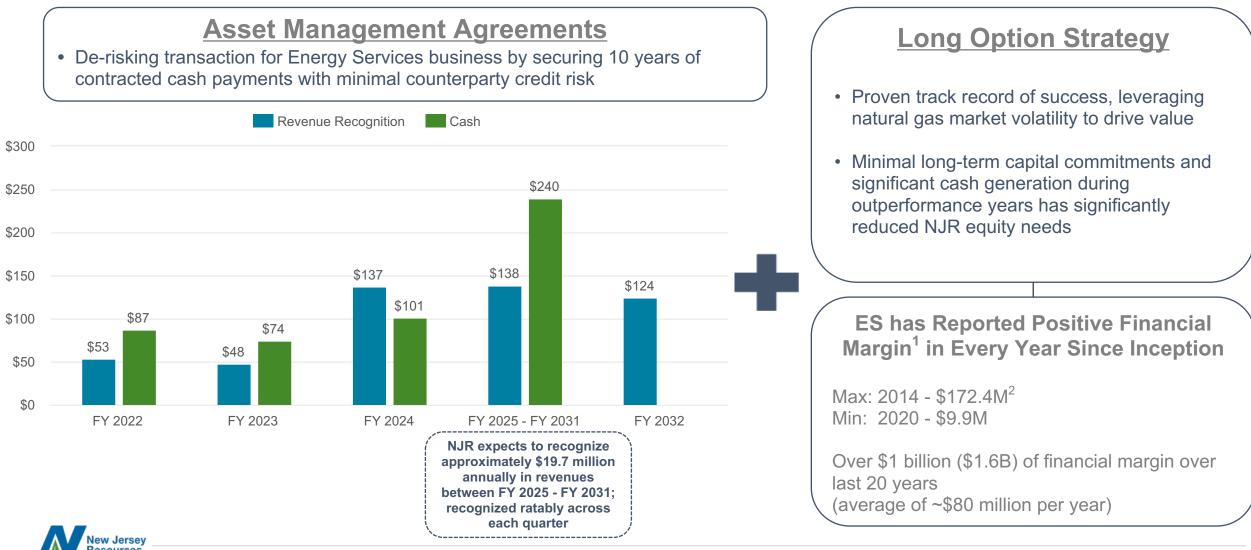


- 12.6 mmdth reservoir storage facility in southern PA
- Placed in service April 2009
- 50% ownership interest
- Serving the Northeast Region with a high dependence on storage and increasingly constrained pipeline capacity



# **Energy Services (ES): Overview**

Managing a Diversified Portfolio of Physical Natural Gas Transportation and Storage Assets to Serve Customers Across North America; Fee-based Revenue through Asset Management Agreements

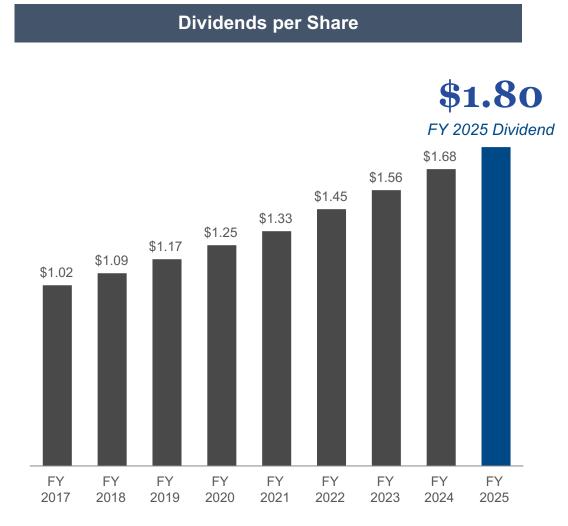


1. A reconciliation of Financial Margin to Operating Income can be found in the Appendix

2. Fiscal 2022 - 2024 Financial Margin included revenue recognition from those Asset Management Agreements noted above, with fiscal 2024 Financial Margin totaling \$185.7 million

# **Dividend Growth: Committed to Building Shareholder Value**

## Strong Track Record of Dividend Growth



	Dividend History									
Highlighted Rows Reflect Changes in Quarterly Cash Dividends										
Record Date	Payable Date	Amount Per Share								
3/11/2025	4/01/2025	\$0.45								
12/11/2024	1/02/2025	\$0.45								
9/23/2024	10/01/2024	\$0.45*								
6/12/2024	7/01/2024	\$0.42								
3/13/2024	4/01/2024	\$0.42								
12/13/2023	1/02/2024	\$0.42								
9/20/2023	10/02/2023	\$0.42								
6/14/2023	7/03/2023	\$0.39								
3/15/2023	4/03/2023	\$0.39								
12/14/2022	1/03/2023	\$0.39								
9/26/2022	10/03/2022	\$0.39								
6/15/2022	7/01/2022	\$0.3625								
3/16/2022	4/01/2022	\$0.3625								
12/15/2021	1/03/2022	\$0.3625								
9/20/2021	10/01/2021	\$0.3625								
6/16/2021	7/01/2021	\$0.3325								
3/17/2021	4/01/2021	\$0.3325								
12/16/2020	1/04/2021	\$0.3325								

\* 7.1% increase in the quarterly dividend rate to \$1.80 per share from \$1.68 per share



# **Shareholder and Online 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 <u>shareholder.broadridge.com/NJR</u>.

## **Online Information**

Website:

www.njresources.com

Investor Relations: <u>New Jersey Resources Investor Relations</u>



