



# November 2024 Investor Presentation

*Fiscal 2024 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," "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 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, projections of 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, the financial impact of the outcome of Base Rate Cases with the BPU, the gain on the sale of CEV's residential portfolio, impact of the sale of CEV's residential solar portfolio and expected use of proceeds from the sale, the outcome or timing of Adelphia's rate case with FERC, emissions reduction strategies and clean energy goals, environmental social and governance efforts, changing interest rates, and other legal and regulatory expectations, and statements that include other projections, predictions, expectations or beliefs about future events or results or otherwise are not statements of 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, 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.

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# NJR At a Glance

## Corporate Information

Ticker	NYSE: NJR
Corporate Headquarters	Wall, NJ
Incorporated	New Jersey
Website	<a href="http://www.njresources.com">www.njresources.com</a>
IPO	1982

## Share Information

Share Price	\$51.04
Shares Outstanding	99.5M
Market Cap	\$5.1B

## Dividend Information

Annual Dividend	\$1.80
Dividend Yield	3.53%

• All daily trading information/multiples as of 11/22/2024

# Fiscal 2024 Highlights: An Excellent Year

Contribution from All of NJR's Complementary Portfolio of Businesses



Fiscal 2024 NFEPS of \$2.95<sup>1</sup>

Raised NFEPS Guidance by \$0.15 During Fiscal 2024;  
Finished in the Higher End of Revised Range

## 4th Consecutive Year of Exceeding Initial Guidance and 7 - 9% Long-term Growth Rate

### New Jersey Natural Gas

Grew Customers to ~583,000  
SAVEGREEN celebrated its  
**100,000th** customer

### Clean Energy Ventures

~70 megawatts  
under construction  
or placed into service  
Total solar portfolio operated at  
**~99%** availability

### Storage and Transportation

Adelphia Gateway recognized by  
the Pennsylvania Department of  
Labor & Industry with the  
Governor's Award  
for Safety Excellence  
Leaf River completed booster  
compression project

### Energy Services

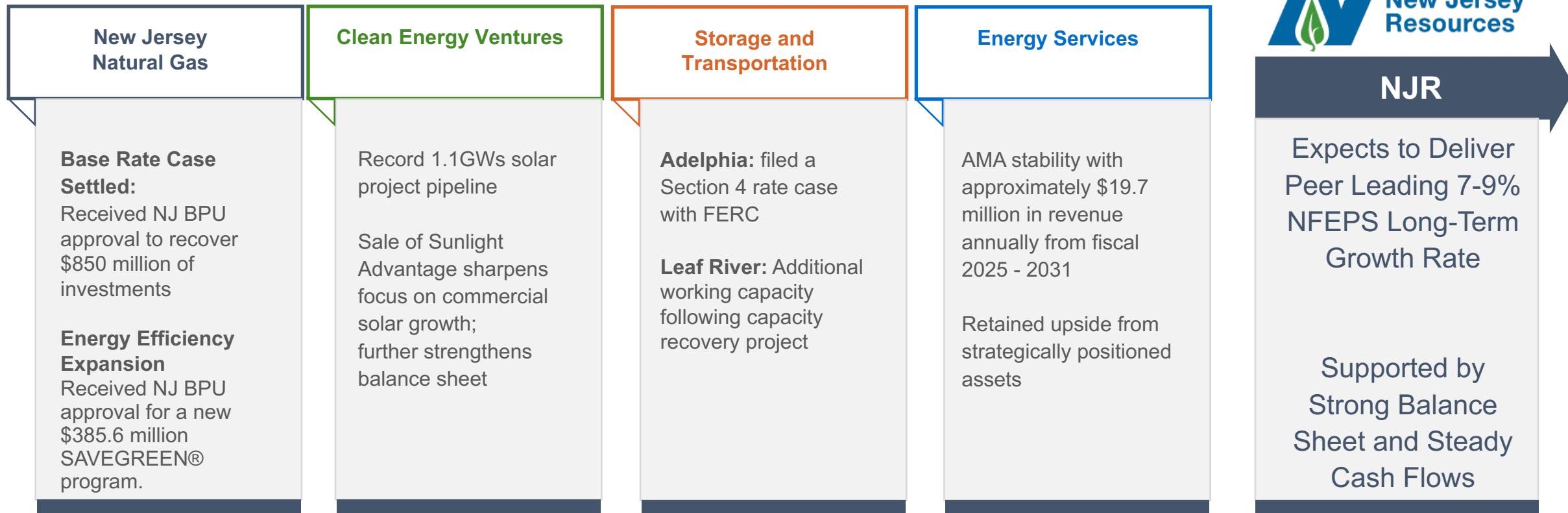
Derived significant value from  
pipeline capacity during brief  
periods of strong demand in an  
otherwise warmer than historical  
winter period  
Outsized contribution from the  
fixed payments associated with the  
Asset Management Agreements  
announced in 2020

1. A reconciliation from NFE to net income can be found in the Appendix.

# NJR Positioned for Future Growth

Focus on Core Business Drivers

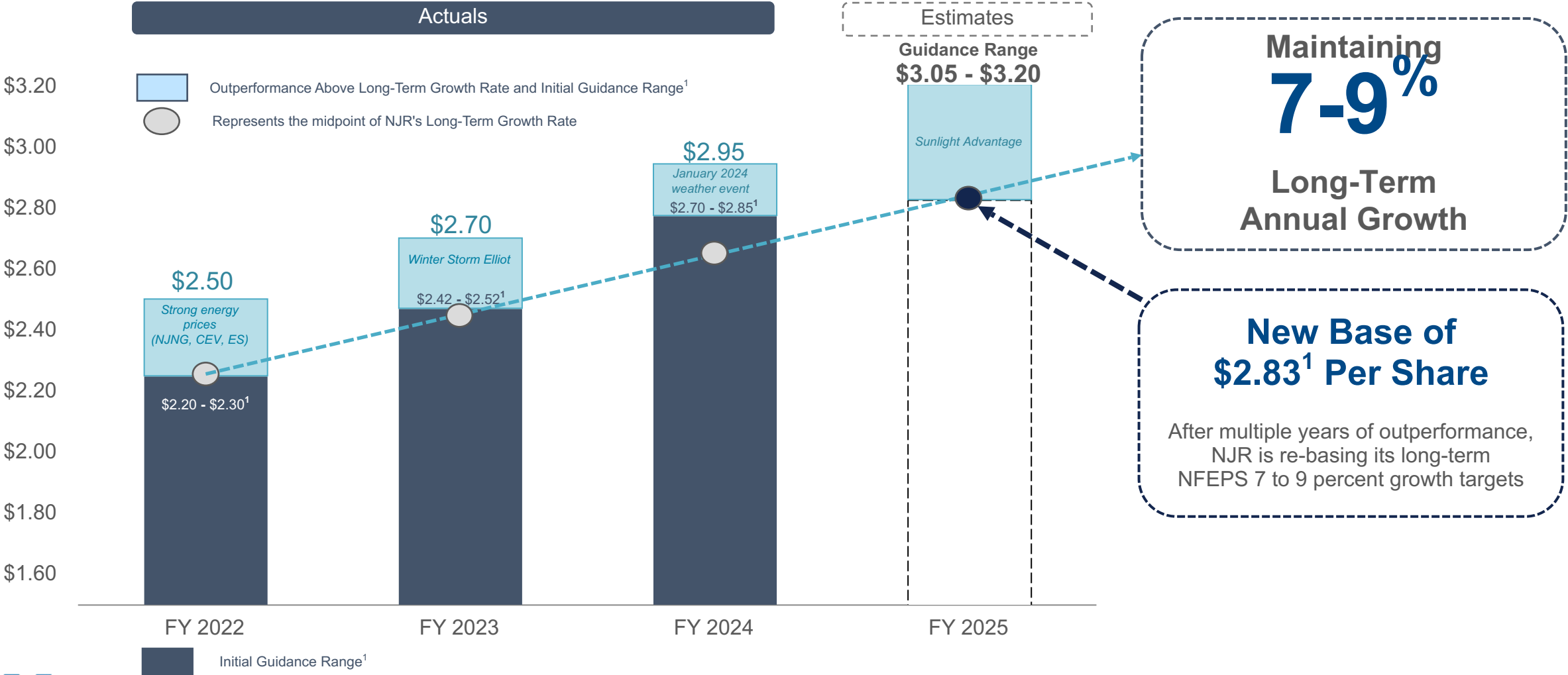
*Maximize the value of existing assets through organic growth opportunities to produce “utility-like” returns*



# Fiscal 2025 NFEPS Guidance of \$3.05 to \$3.20

Guidance Range Above 7% - 9% Long-term Projected NFEPS Growth Due to One-time Gain from Sunlight Advantage Transaction

## Net Financial Earnings per Share



1. The starting point for our previously communicated long-term growth guidance was the midpoint of our FY 2022 initial NFEPS guidance of \$2.20 - \$2.30. This compounded for three years using the mid-point of our NFEPS 7 to 9 percent long-term annual growth projections is \$2.83. Initial fiscal 2023 NFEPS guidance was \$2.42 - \$2.52; initial fiscal 2024 NFEPS guidance was \$2.70 - \$2.85

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

Highly Visible 7% - 9% NFEPS Growth with Potential for Additional Upside

Net Financial Earnings  
per Share  
Guidance Range  
**\$3.05 - \$3.20**

**NJNG**



**CEV**



**S&T**



**Energy Services**



Potential Upside  
Drivers Above 7-9%

Stronger than expected BGSS  
incentives margin from  
optimization of supply portfolio

Upside from power demand  
growth + one-time gain from  
sale of residential portfolio

Short-term capacity  
optimization

Natural gas price volatility  
due to weather events

**Drivers of  
7-9%  
Growth  
Rate**

Improved  
Gross Margin  
after Successful  
Rate Case

Continued  
Customer  
Growth

Energy  
Efficiency  
Efforts

Contracted  
REC Revenue

High  
Operational  
Availability

Extensive  
Project  
Pipeline

Long-term  
Contracted  
Capacity

Organic  
Capacity  
Expansion  
Projects

Successful  
Recontracting  
Driven by  
Improving  
Storage  
Market

Stable Cash  
Flows from  
AMA Fixed  
Payments

Normalized  
Contribution  
from "Long-  
Option"  
Strategy<sup>1</sup>

**7-9%**  
LONG-  
TERM  
ANNUAL  
GROWTH

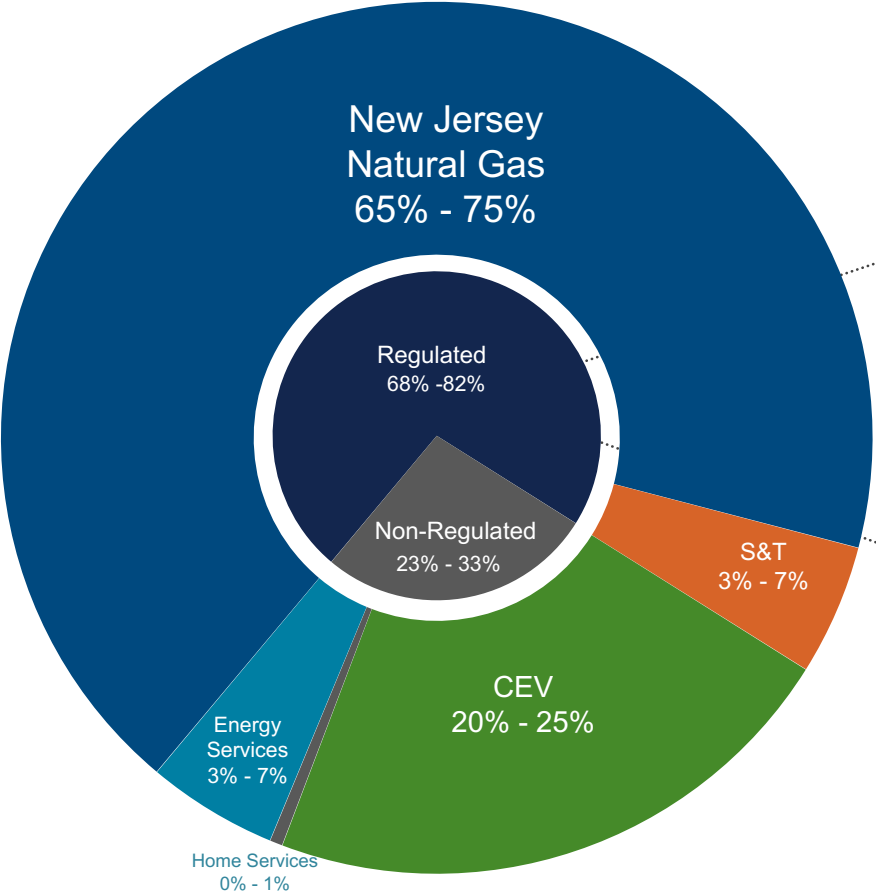
FY 2025

1. Does not consider potential positive impacts from significant weather events.

# NFEPS Guidance by Segment

NJNG Remains the Largest Contributor to NFEPS following the conclusion of its Base Rate Case

### Fiscal 2025 NFEPS Guidance by Segment



**~70%**

Fiscal 2025 NFEPS Expected from **Utility Operations**

~75% Excluding the One-Time Gain from the Sunlight Advantage Transaction

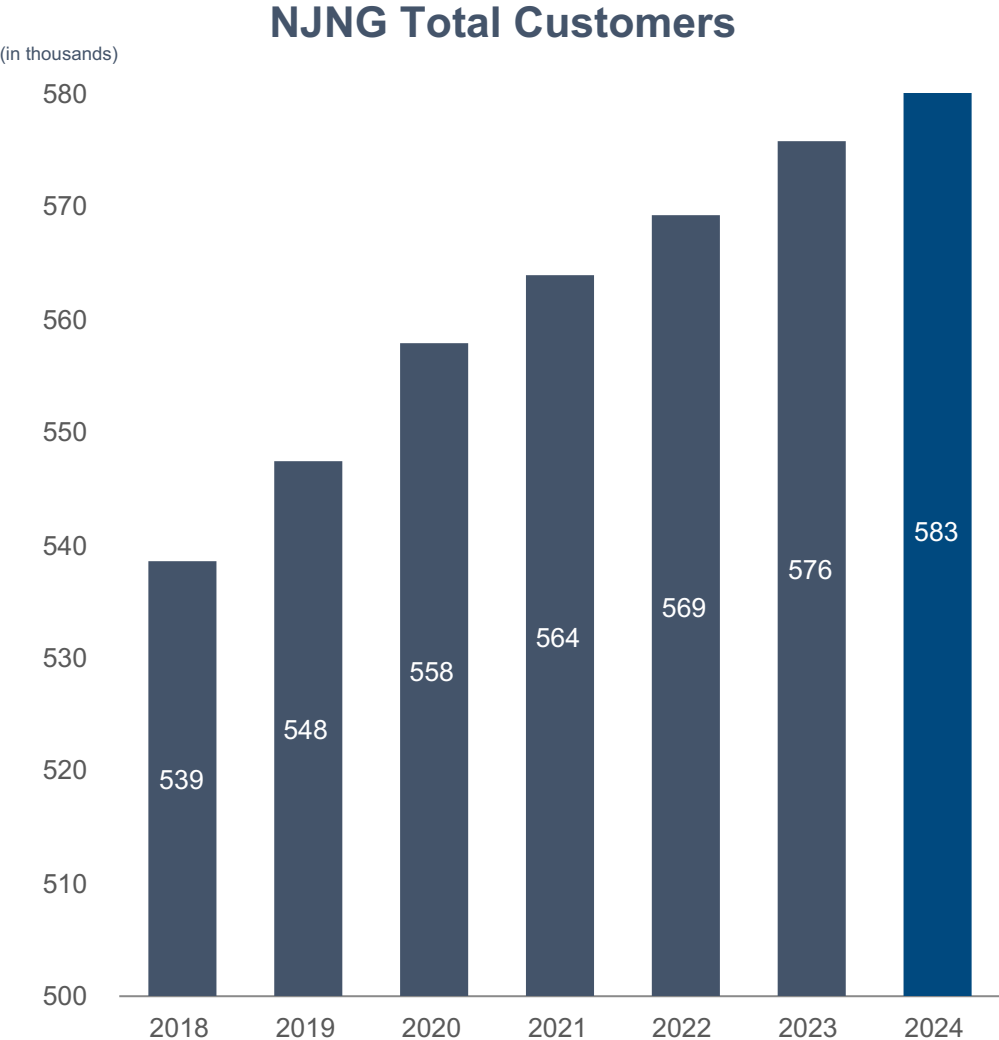
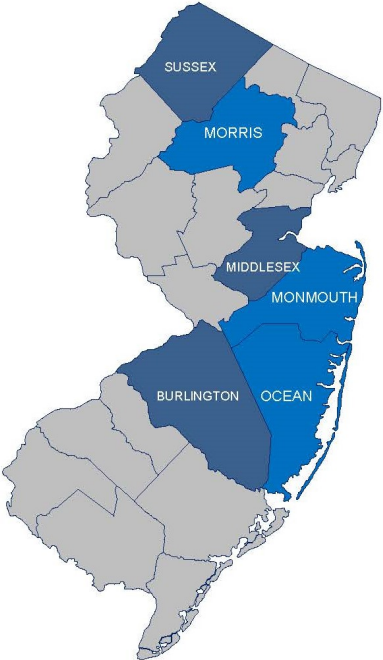
**~75%**

Fiscal 2025 NFEPS Expected from **Regulated Operations (NJNG / S&T)**

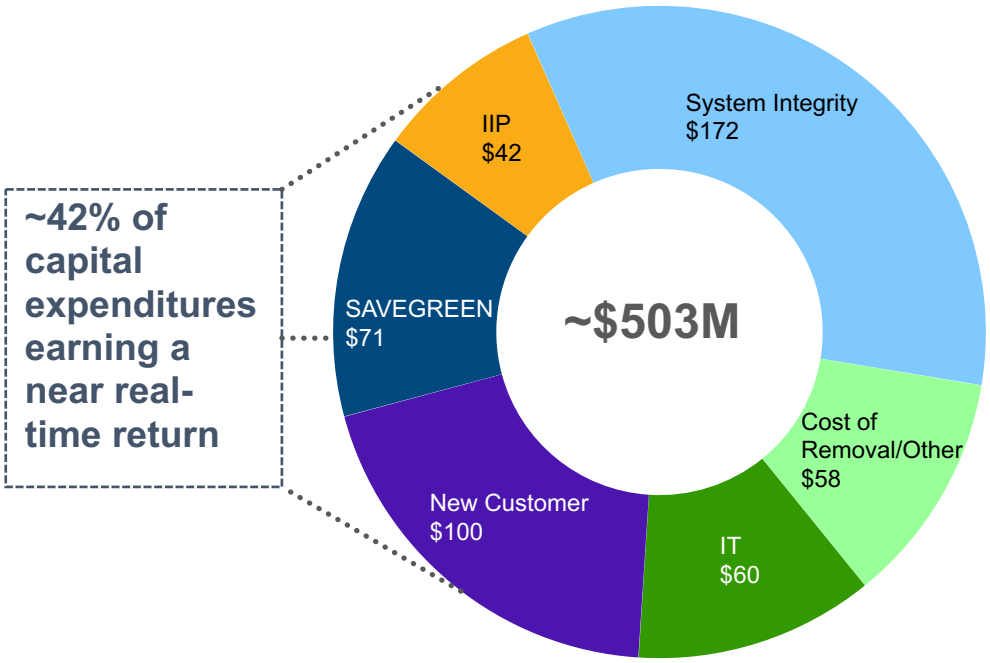


# New Jersey Natural Gas (NJNG)

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



### Fiscal 2024 Capital Expenditures<sup>1,2,3</sup> (Actuals)



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 included in "Other".
3. The sum of actual amounts may not equal due to rounding.

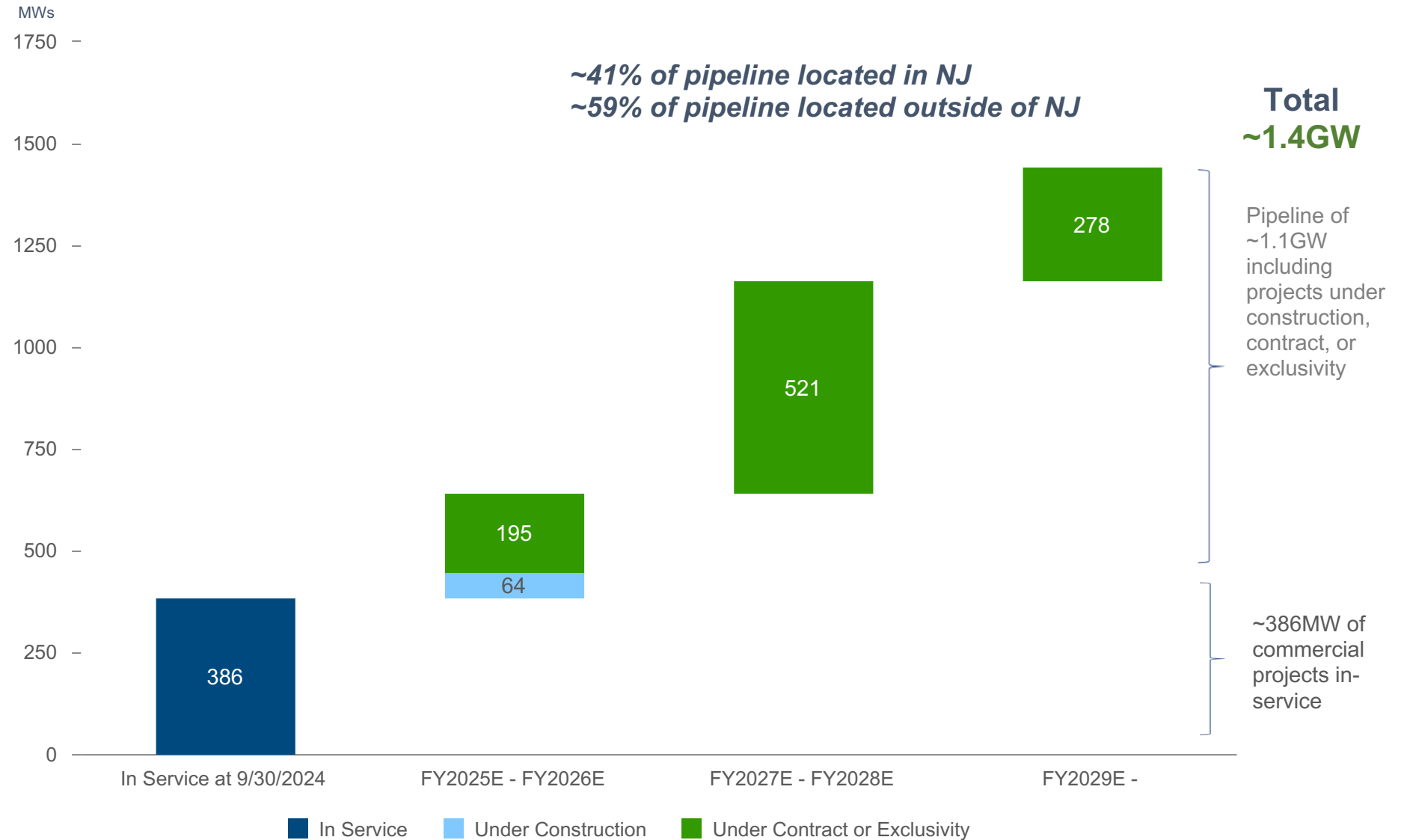
# Clean Energy Ventures (CEV): Investment Opportunities

CEV owns and operates solar projects with approximately 386MW of commercial solar capacity<sup>1</sup>

**CEV to focus on commercial solar growth potential**

**Sale of Residential Solar Business (Sunlight Advantage)**

In November 2024, CEV announced the sale of its 91 megawatt (MW) residential solar portfolio for a total of \$132.5 million



# Storage and Transportation (S&T): Organic Growth Initiatives

Leaf River (storage) and Adelphia Gateway (transportation)



### Leaf River Energy Center: Maximizing Existing Asset

#### S&T to expand leaching plant facilities

- *Salt cavern leaching is a process used to regain capacity lost to salt creep over time*
- *Successful completion of open season with investment to continue throughout fiscal 2025*



### Adelphia Section 4 Base Rate Case

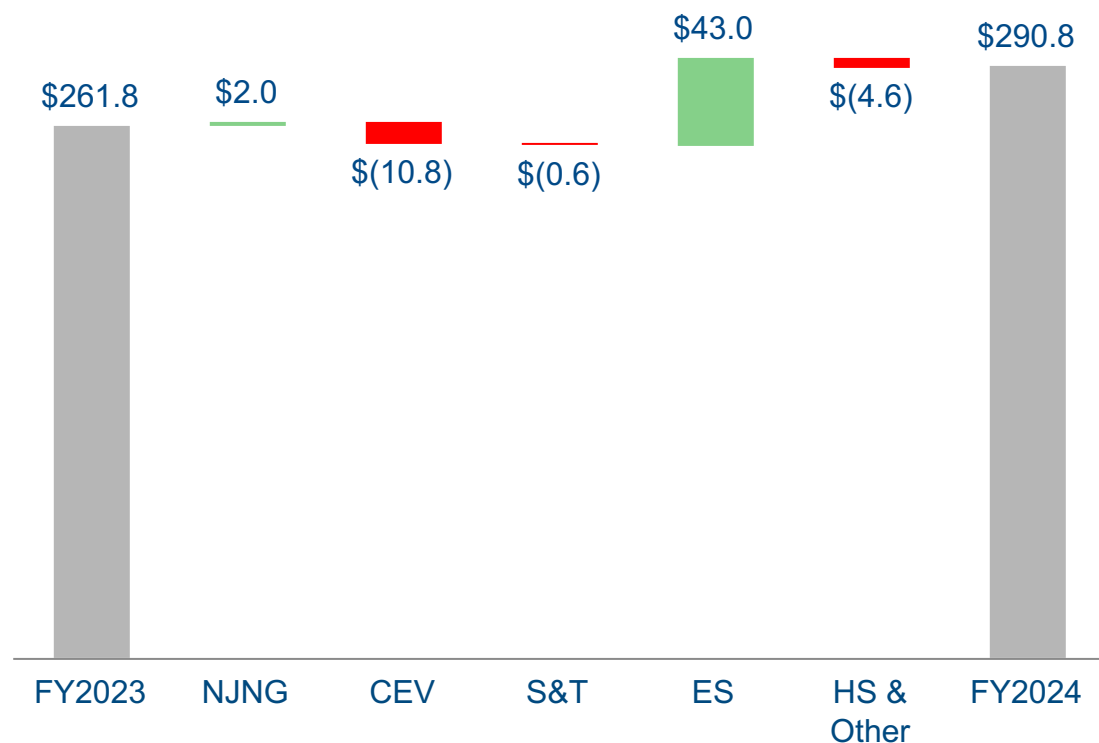
- Filed in Fiscal 2024 Fourth Quarter
- Considered numerous investments made in rate base, expenses of pipeline operations, system modernization, and regulatory driven projects
- Adelphia anticipates that FERC will allow it to place the rates into effect during the second half of 2025, subject to refund and the outcome of a hearing to be established by FERC.

# Financial Review



# Review of Fiscal 2024 Year-End Results<sup>1</sup>

(\$ in Millions)



<b>Fiscal 2023 – Consolidated NFE (\$ in millions)</b>	\$	261.8
<b>NJNG</b>	\$	2.0
Utility Gross Margin <sup>1</sup>	\$	8.2
Depreciation & Amortization (D&A)	\$	(10.2)
Interest expense, O&M, AFUDC, Income Tax	\$	4.0
<b>Clean Energy Ventures</b>	\$	(10.8)
Revenue	\$	6.4
D&A and Interest Expense	\$	(2.5)
Other (including ITC recognition)	\$	(14.7)
<b>Storage &amp; Transportation</b>	\$	(0.6)
Revenue	\$	3.4
D&A and Interest Expense	\$	1.6
O&M, AFUDC & Other	\$	(5.6)
<b>Energy Services</b>	\$	43.0
Financial Margin <sup>1</sup>	\$	66.6
Interest Expense, Income Tax and Other	\$	(23.6)
<b>Home Services and Other</b>	\$	(4.6)
<b>Fiscal 2024 – Consolidated NFE (\$ in millions)<sup>2</sup></b>	\$	290.8

# NJNG: New Base Rates

NJNG announced the conclusion of its Base Rate Case in November 2024

- Rate base of \$3.2 Billion as of November 2024
  - 29% increase from prior rate base
- WACC of 7.08%
- ROE of 9.60% and equity layer of 54% (unchanged)
- New rates effective November 21, 2024
- [2024 Rate Case Settlement](#)

## Overall Cost of Capital and Weighted Return

	Percent	Approved Return	Weighted Cost
Long-Term Debt	46.0%	4.11%	1.89%
Common Equity	54.0%	9.60%	5.18%
<b>TOTAL</b>	<b>100.0%</b>		<b>7.08%</b>

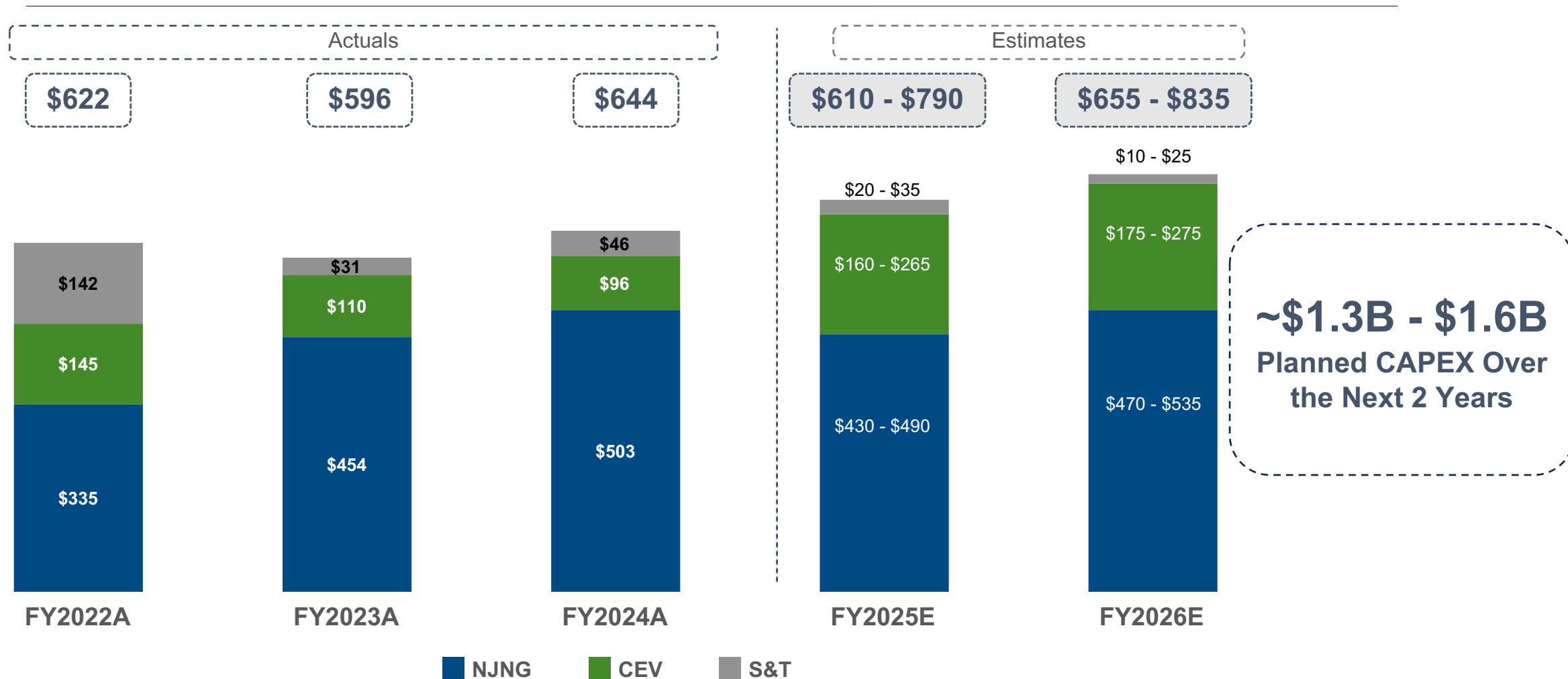
## Settlement (millions)

Rate Base	\$3.245
Rate of Return	X 7.08%
Operating Income Requirement	\$229.6
Test Year Operating Income	\$117.7
Operating Income Deficiency	\$111.9
Revenue Factor	X 1.4029
<b>Settlement Amount</b>	<b>\$157.0</b>

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

(\$ in Millions)

Capital plan supports long-term NFEPS growth targets of 7-9%;  
Increases in Fiscal 2025 / Introduction of Fiscal 2026 Range



# Superior Credit Metrics, Balance Sheet and Cash Flows

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

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

## Superior Credit Metrics

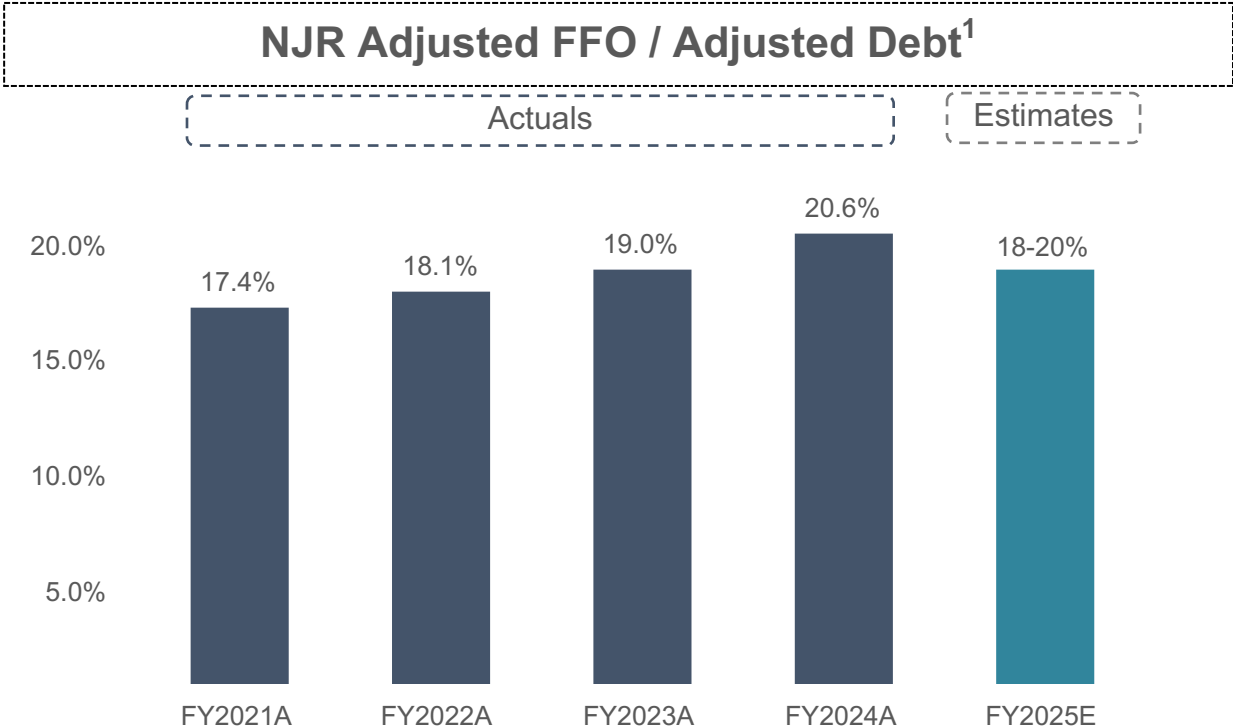
## No Block Equity Needs

Cash Flow from Operations of \$900 million - \$1 billion in the Next Two Years

## Staggered Debt Maturity Stack

## Substantial liquidity at both NJNG and NJR

- \$825M of credit facilities available through FY2029



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.



# Positioned for Future Growth and Value Creation

Implementing Strategic Plan to Drive Continued, Organic Growth Across Portfolio

## High Earnings Visibility

Successful resolution of base rate case and energy efficiency program

NJNG primary driver of NFE contribution for the foreseeable future

CEV and S&T benefit from long-term contracted revenue structures

## Disciplined Capital Plan

NJR Capital investment of ~\$1.4 Billion over the next 2 years

Maximizing capabilities at existing assets to deliver strong, risk-adjusted returns

Strong balance sheet and superior credit metrics

## Opportunities to Invest in Energy Transition

Invest in the clean energy future in a manner that is affordable and reliable

Leverage NJNG's infrastructure to capitalize on decarbonization opportunities

## Deliver Superior Investment Returns

7-9%  
LONG-TERM ANNUAL GROWTH

+

4%  
DIVIDEND YIELD<sup>1</sup>

=

**11 - 13%**  
Expected Shareholder Return<sup>1</sup>

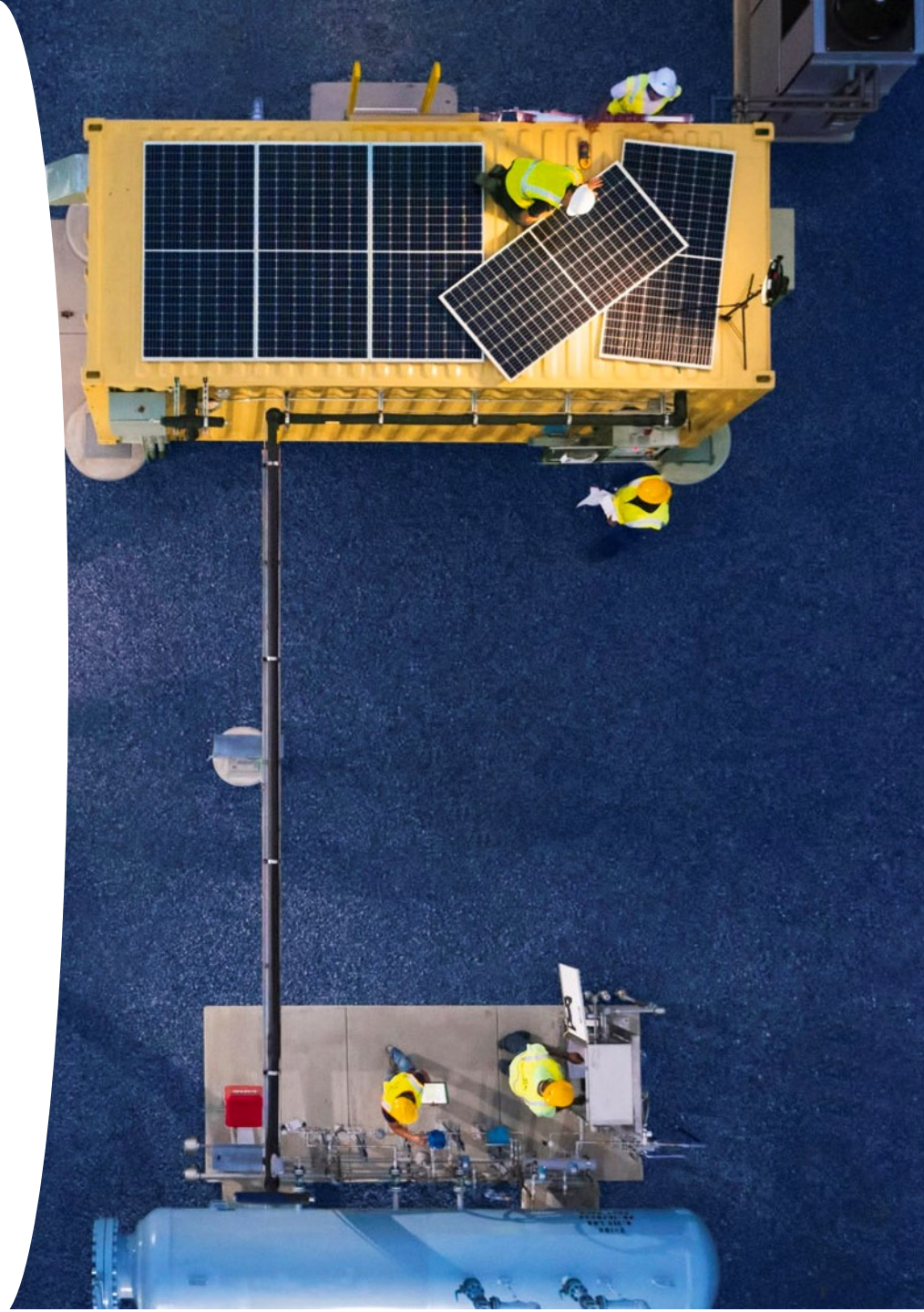
1. Expected shareholder return includes projected NFEPS long-term growth rate of 7 – 9% in addition to an annualized dividend yield of 3.5%, based on dividend per share of \$1.80 and closing share price of \$51.04 on November 22, 2024.

# Appendix:

## Financial Statements and Additional Information

### Appendix: Financial Statements and Additional Information – 18

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# Reconciliation of NFE and NFEPS to Net Income

(\$ in 000s)

- 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,	
	2024	2023	2024	2023
<b>NEW JERSEY RESOURCES</b>				
<b>A reconciliation of net income, the closest GAAP financial measure, to net financial earnings is as follows:</b>				
Net income	\$ 91,126	\$ 37,024	\$ 289,775	\$ 264,724
Add:				
Unrealized (gain) loss on derivative instruments and related transactions	(4,286)	(7,579)	19,574	(38,081)
Tax effect	1,018	1,800	(4,652)	9,050
Effects of economic hedging related to natural gas inventory	1,266	(2,186)	(18,192)	34,699
Tax effect	(301)	520	4,323	(8,246)
Gain on equity method investment	—	—	—	(300)
Tax effect	—	(93)	—	(19)
NFE tax adjustment	(116)	77	—	—
<b>Net financial earnings</b>	<b>\$ 88,707</b>	<b>\$ 29,563</b>	<b>\$ 290,828</b>	<b>\$ 261,827</b>
<b>Weighted Average Shares Outstanding</b>				
Basic	99,308	97,568	98,634	97,028
Diluted	99,964	98,192	99,289	97,627
<b>A reconciliation of basic earnings per share, the closest GAAP financial measure, to basic net financial earnings per share is as follows:</b>				
<b>Basic earnings per share</b>	<b>\$ 0.92</b>	<b>\$ 0.38</b>	<b>\$ 2.94</b>	<b>\$ 2.73</b>
Add:				
Unrealized (gain) loss on derivative instruments and related transactions	(0.04)	(0.08)	0.20	(0.39)
Tax effect	—	0.02	(0.05)	0.09
Effects of economic hedging related to natural gas inventory	0.01	(0.02)	(0.18)	0.36
Tax effect	—	—	0.04	(0.09)
<b>Basic net financial earnings per share</b>	<b>\$ 0.89</b>	<b>\$ 0.30</b>	<b>\$ 2.95</b>	<b>\$ 2.70</b>

# Other Reconciliation of Non-GAAP Measures

(\$ in 000s)

(Unaudited)

Three Months Ended  
September 30,  
2024 2023

Twelve Months Ended  
September 30,  
2024 2023

## 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.

### A reconciliation of gross margin, the closest GAAP financial measurement, to utility gross margin is as follows:

Operating revenues	\$	105,091	\$	108,741	\$	1,019,832	\$	1,012,633
Less:								
Natural gas purchases		33,817		37,323		414,635		425,457
Operating and maintenance <sup>1</sup>		22,935		31,605		113,984		115,292
Regulatory rider expense		3,566		3,017		60,327		50,542
Depreciation and amortization		29,620		26,292		112,492		102,326
Gross margin		15,153		10,504		318,394		319,016
Add:								
Operating and maintenance <sup>1</sup>		22,935		31,605		113,984		115,292
Depreciation and amortization		29,620		26,292		112,492		102,326
<b>Utility gross margin</b>	<b>\$</b>	<b>67,708</b>	<b>\$</b>	<b>68,401</b>	<b>\$</b>	<b>544,870</b>	<b>\$</b>	<b>536,634</b>

## 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.

### A reconciliation of gross margin, the closest GAAP financial measurement, to financial margin is as follows:

Operating revenues	\$	178,420	\$	102,932	\$	485,391	\$	691,616
Less:								
Natural Gas purchases		79,097		87,932		305,938		558,932
Operating and maintenance <sup>1</sup>		1,583		5,833		23,189		20,199
Depreciation and amortization		47		51		205		221
Gross margin		97,693		9,116		156,059		112,264
Add:								
Operating and maintenance <sup>1</sup>		1,583		5,833		23,189		20,199
Depreciation and amortization		47		51		205		221
Unrealized (gain) loss on derivative instruments and related transactions		(4,287)		(8,559)		24,449		(48,251)
Effects of economic hedging related to natural gas inventory		1,266		(2,186)		(18,192)		34,699
<b>Financial margin</b>	<b>\$</b>	<b>96,302</b>	<b>\$</b>	<b>4,255</b>	<b>\$</b>	<b>185,710</b>	<b>\$</b>	<b>119,132</b>

1. Excludes selling, general and administrative expenses

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

- 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, FY2024 (Millions)

<b>Cash Flow from Operations</b>	<b>\$427.4</b>
Add back	
Components of working capital	\$61.1
Cash paid for interest (net of amounts capitalized)	\$120.2
Capitalized Interest	\$7.5
SAVEGREEN loans, grants, rebates and related investments	\$71.3
Operating cash flows from operating leases	\$7.9
<b>Adjusted FFO (Non-GAAP)</b>	<b>\$695.4</b>

## Adjusted Debt, FY2024 (Millions)

<b>Long-Term Debt (including current maturities)</b>	<b>\$3,068.5</b>
<b>Short-Term Debt</b>	<b>\$291.8</b>
<i>Exclude</i>	
Cash on Hand	(\$1.6)
CEV Sale-Leaseback Debt	(\$283.0)
<i>Include</i>	
CEV Sale lease-back Contractual Commitments	\$205.7
Debt Issuance Costs	\$13.9
Operating Lease Debt estimate (8x lease expense)	\$82.9
<b>Adjusted Debt (Non-GAAP)</b>	<b>\$3,378.2</b>

# Fiscal 2024 Q4 and Year-End NFE and NFEPS by Business Unit<sup>1</sup>

(\$ in 000s)

## Net Financial Earnings (NFE)

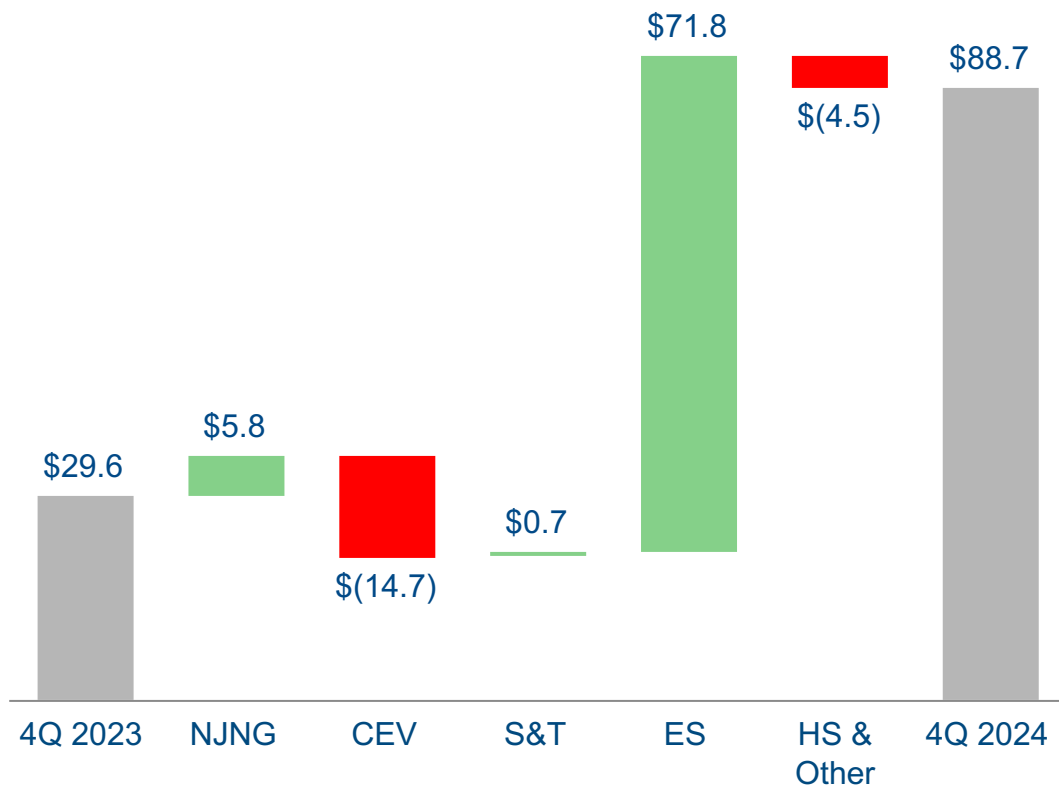
<i>(Thousands)</i>	Three Months Ended September 30,			Twelve Months Ended September 30,		
	2024	2023	Change	2024	2023	Change
<b>New Jersey Natural Gas</b>	\$(19,000)	\$(24,838)	\$5,838	\$133,400	\$131,414	\$1,986
<b>Clean Energy Ventures</b>	\$35,470	\$50,152	\$(14,682)	\$33,662	\$44,458	\$(10,796)
<b>Storage and Transportation</b>	\$2,468	\$1,784	\$684	\$12,229	\$12,835	\$(606)
<b>Energy Services</b>	\$68,284	\$(3,537)	\$71,821	\$111,515	\$68,517	\$42,998
<b>Home Services and Other</b>	\$1,485	\$6,002	\$(4,517)	\$22	\$4,603	\$(4,581)
<b>Total</b>	<b>\$88,707</b>	<b>\$29,563</b>	<b>\$59,144</b>	<b>\$290,828</b>	<b>\$261,827</b>	<b>\$29,001</b>

## Net Financial Earnings per Share (NFEPS)

<i>(Thousands)</i>	Three Months Ended September 30,			Twelve Months Ended September 30,		
	2024	2023	Change	2024	2023	Change
<b>New Jersey Natural Gas</b>	\$(0.20)	\$(0.26)	\$0.06	\$1.35	\$1.35	\$—
<b>Clean Energy Ventures</b>	\$0.36	\$0.52	\$(0.16)	\$0.35	\$0.46	\$(0.11)
<b>Storage and Transportation</b>	\$0.02	\$0.01	\$0.01	\$0.12	\$0.13	\$(0.01)
<b>Energy Services</b>	\$0.69	\$(0.03)	\$0.72	\$1.13	\$0.71	\$0.42
<b>Home Services and Other</b>	\$0.02	\$0.06	\$(0.04)	\$—	\$0.05	\$(0.05)
<b>Total</b>	<b>\$0.89</b>	<b>\$0.30</b>	<b>\$0.59</b>	<b>\$2.95</b>	<b>\$2.70</b>	<b>\$0.25</b>

# Review of Fiscal 2024 Fourth Quarter Results<sup>1</sup>

(\$ in Millions)



<b>Fiscal 4Q23 – Consolidated NFE (\$ in millions)</b>	\$	29.6
<b>NJNG</b>	\$	5.8
Utility Gross Margin <sup>1</sup>	\$	(0.7)
Depreciation & Amortization (D&A)	\$	(3.3)
Interest expense, O&M, AFUDC, Income Tax	\$	9.8
<b>Clean Energy Ventures</b>	\$	(14.7)
Revenue	\$	(12.5)
D&A and Interest Expense	\$	0.2
Other (including ITC recognition)	\$	(2.4)
<b>Storage &amp; Transportation</b>	\$	0.7
Revenue	\$	1.9
D&A and Interest Expense	\$	0.5
O&M, AFUDC & Other	\$	(1.7)
<b>Energy Services</b>	\$	71.8
Financial Margin <sup>1</sup>	\$	92.0
Interest Expense, Income Tax and Other	\$	(20.2)
<b>Home Services and Other</b>	\$	(4.5)
<b>Fiscal 4Q24 – Consolidated NFE (\$ in millions)<sup>2</sup></b>	\$	88.7

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

(\$ in Millions)

Actuals

Estimates

		Actuals		Estimates			Near Real Time Return?
		FY2023A	FY2024A	FY2025E		FY2026E	
<b>New Jersey Natural Gas</b>	New Customer	\$77	\$100	\$100	- \$110	\$100 - \$110	Yes
	IIP	\$43	\$42	\$25	- \$35	\$— - \$—	Yes
	SAVEGREEN	\$60	\$71	\$65	- \$75	\$70 - \$80	Yes
	IT	\$61	\$60	\$45	- \$55	\$5 - \$15	
	System Integrity	\$126	\$172	\$135	- \$145	\$200 - \$220	
	Cost of Removal	\$42	\$51	\$35	- \$40	\$50 - \$55	
	Other	\$45	\$7	\$25	- \$30	\$45 - \$55	
		<b>\$454</b>	<b>\$503</b>	<b>\$430</b>	<b>- \$490</b>	<b>\$470 - \$535</b>	
<b>Clean Energy Ventures</b>		<b>\$110</b>	<b>\$96</b>	<b>\$160</b>	<b>- \$265</b>	<b>\$175 - \$275</b>	
<b>Storage and Transportation</b>	Adelphia Gateway	\$19	\$7	\$5	- \$15	\$5 - \$15	
	Leaf River	\$12	\$39	\$15	- \$20	\$5 - \$10	
		<b>\$31</b>	<b>\$46</b>	<b>\$20</b>	<b>- \$35</b>	<b>\$10 - \$25</b>	
<b>Total</b>		<b>\$596</b>	<b>\$644</b>	<b>\$610</b>	<b>- \$790</b>	<b>\$655 - \$835</b>	



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.

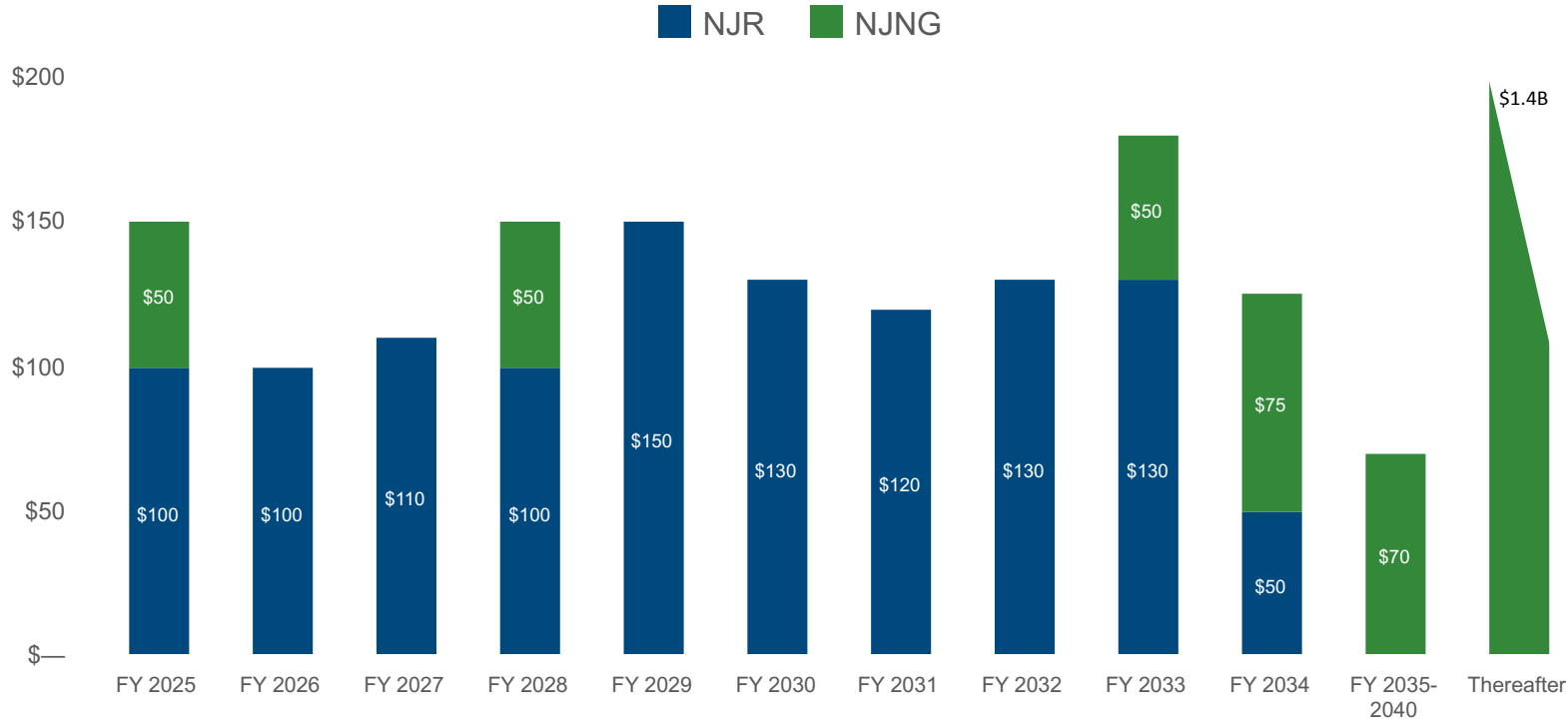


# Debt Repayment Schedule

No significant maturity towers in any particular year

## Term Debt<sup>1</sup> Maturity Schedule

as of September 30, 2024 / \$ in Millions, unless otherwise noted



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

NJR Unsecured Senior Notes	FY Maturity	Principal
3.48%	2025	\$100,000
3.54%	2026	\$100,000
4.38%	2027	\$110,000
3.96%	2028	\$100,000
3.29%	2029	\$150,000
3.50%	2030	\$130,000
3.13%	2031	\$120,000
3.60%	2032	\$130,000
3.25%	2033	\$80,000
6.14%	2033	\$50,000
3.64%	2034	\$50,000
<b>Total NJR LT Debt</b>		<b>\$1,120,000</b>

NJNG First Mortgage Bonds	FY Maturity	Principal
2.82%	2025	\$50,000
3.15%	2028	\$50,000
5.56%	2033	\$50,000
5.49%	2034	\$75,000
4.37%	2037	\$50,000
3.38%	2038	\$10,500
2.75%	2039	\$9,545
3.00%	2041	\$46,500
3.50%	2042	\$10,300
3.00%	2043	\$41,000
4.61%	2044	\$55,000
3.66%	2045	\$100,000
3.63%	2046	\$125,000
4.01%	2048	\$125,000
3.76%	2049	\$100,000
3.13%	2050	\$50,000
3.13%	2050	\$50,000
2.87%	2050	\$25,000
2.97%	2052	\$50,000
4.71%	2052	\$50,000
5.47%	2053	\$125,000
5.85%	2054	\$50,000
5.82%	2054	\$125,000
2.45%	2059	\$15,000
3.86%	2059	\$85,000
3.33%	2060	\$25,000
2.97%	2060	\$50,000
3.07%	2062	\$50,000
<b>Total NJNG LT Debt</b>		<b>\$1,647,845</b>

# 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		Estimates			
	FY 2023A	FY 2024A	FY 2025E		FY 2026E	
<b>Cash Flow from Operations</b>	<b>\$479</b>	<b>\$427</b>	<b>\$460 - \$500</b>	<b>\$510 - \$550</b>		
<b>Uses of Funds</b>						
Capital Expenditures <sup>2</sup>	\$539	\$569	\$600 - \$700	\$650 - \$750		
Dividends <sup>3</sup>	\$151	\$165	\$174 - \$178	\$188 - \$192		
<b>Total Uses of Funds</b>	<b>\$690</b>	<b>\$734</b>	<b>\$774 - \$878</b>	<b>\$838 - \$942</b>		
<b>Financing Activities</b>						
Common Stock Proceeds – DRIP	\$58	\$74	\$17 - \$19	\$18 - \$20		
Debt Proceeds /Other	\$153	\$232	\$297 - \$359	\$310 - \$372		
<b>Total Financing Activities</b>	<b>\$211</b>	<b>\$307</b>	<b>\$314 - \$378</b>	<b>\$328 - \$392</b>		

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.

# 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



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



## New Jersey Natural Gas (NJNG)

Operates and maintains Natural Gas transportation and distribution infrastructure serving approximately 583,000 customers in New Jersey



## 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



## 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



## 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

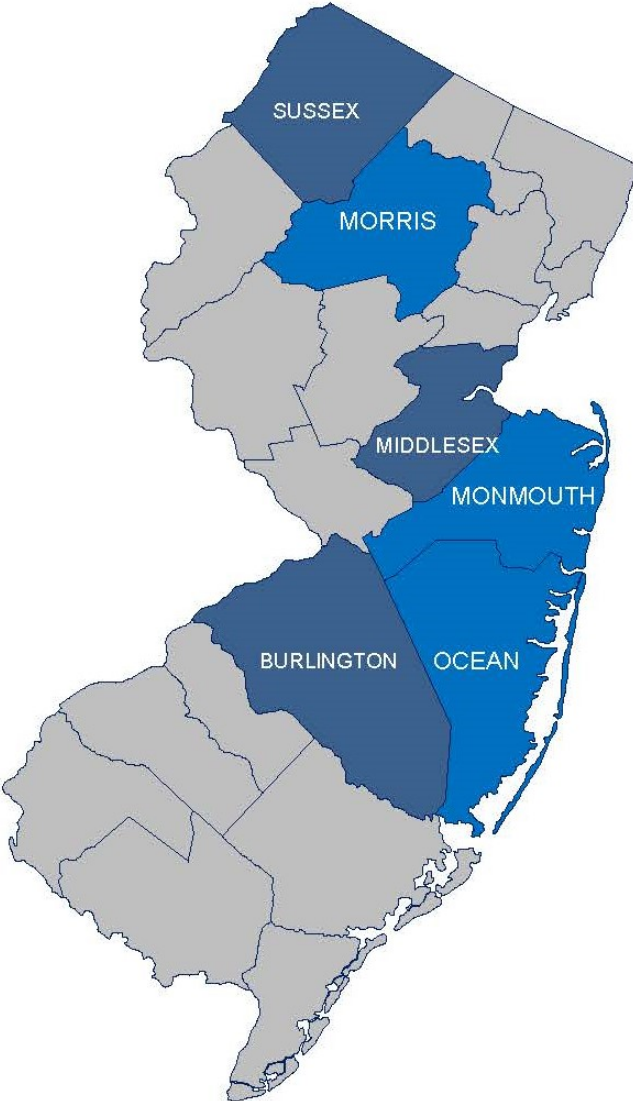


## New Jersey Resources Home Services (NJRHS)

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 8 Consecutive Years

# NJNG: High Quality Utility in Favorable Regulatory Environment



Operates and Maintains Natural Gas Transportation and Distribution Infrastructure Serving Approximately 583,000 Customers in Monmouth, Ocean, Morris, Middlesex, Sussex and Burlington counties

**583,000**

Total Customers

**6**

Counties Across New Jersey

**\$3.2B**

Rate Base

**\$900M -  
\$1.1B**

Forecasted investments  
FY2025-FY2026

**9.6%**

Approved ROE

Ranked **highest** in overall residential and business customer satisfaction among large utilities in the East according to JD Power and were named a *Customer Champion, Most Trusted Brand, Easiest to Do Business with* by Escalent.

# NJNG: Supportive Regulatory Construct



## 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 have been timely
- Last completed case filed in January 2024 and rates effective in 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

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.

On October 30, 2024, NJNG received approval from the Board of Public Utilities for the next generation of SAVEGREEN™ energy-efficiency offerings, its largest filing to date.

The proposal will strengthen and expand NJNG's existing energy-efficiency offerings and provide comprehensive solutions to help participating customers save energy and reduce carbon emissions, while supporting New Jersey's ambitious climate goals.

## 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

# CEV: Overview

Largest Solar Owner-Operator in New Jersey

- Over **\$1.2 billion** invested in the solar marketplace to date
- A total of **~70** commercial projects in service

## History of Innovative Projects

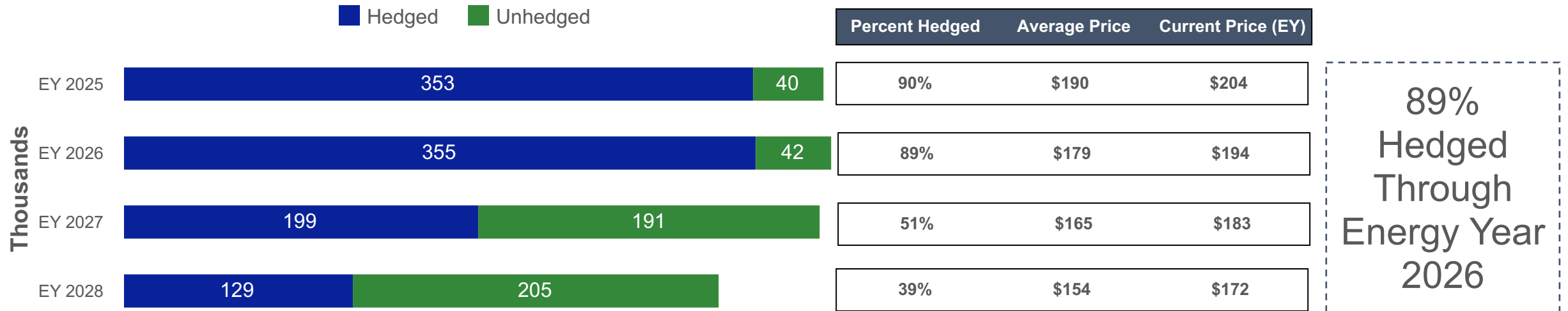


CEV owns and operates commercial solar projects in New Jersey, Rhode Island, New York, Connecticut, Indiana, and Michigan with approximately **386MW** of installed capacity

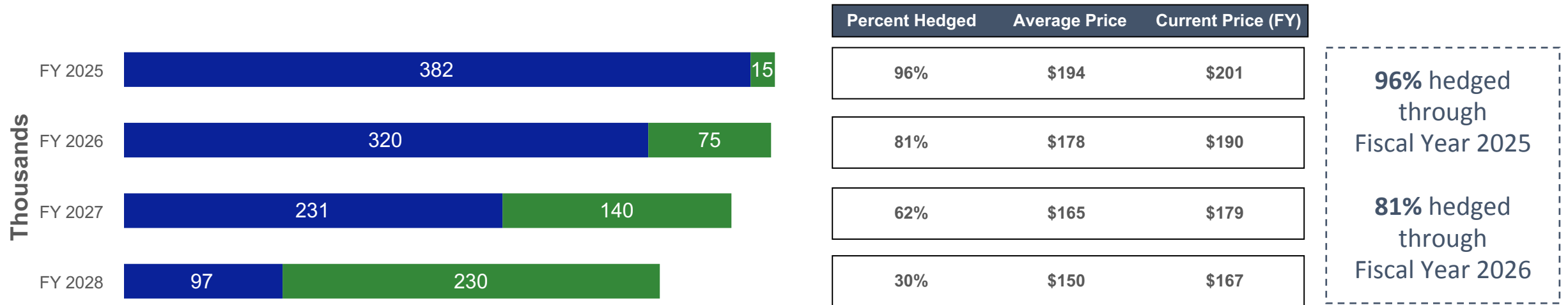


# CEV: SREC Hedging Strategy Stabilizes Revenue

Based on Energy Year<sup>1</sup>, as of September 30, 2024



Based on Fiscal Year, as of September 30, 2024



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 Adelpia 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

## Asset Management Agreements

- De-risking transaction for Energy Services business by securing 10 years of contracted cash payments with minimal counterparty credit risk

## Long Option Strategy

- Proven track record of success, leveraging natural gas market volatility to drive value
- Minimal long-term capital commitments and significant cash generation during outperformance years has significantly reduced NJR equity needs

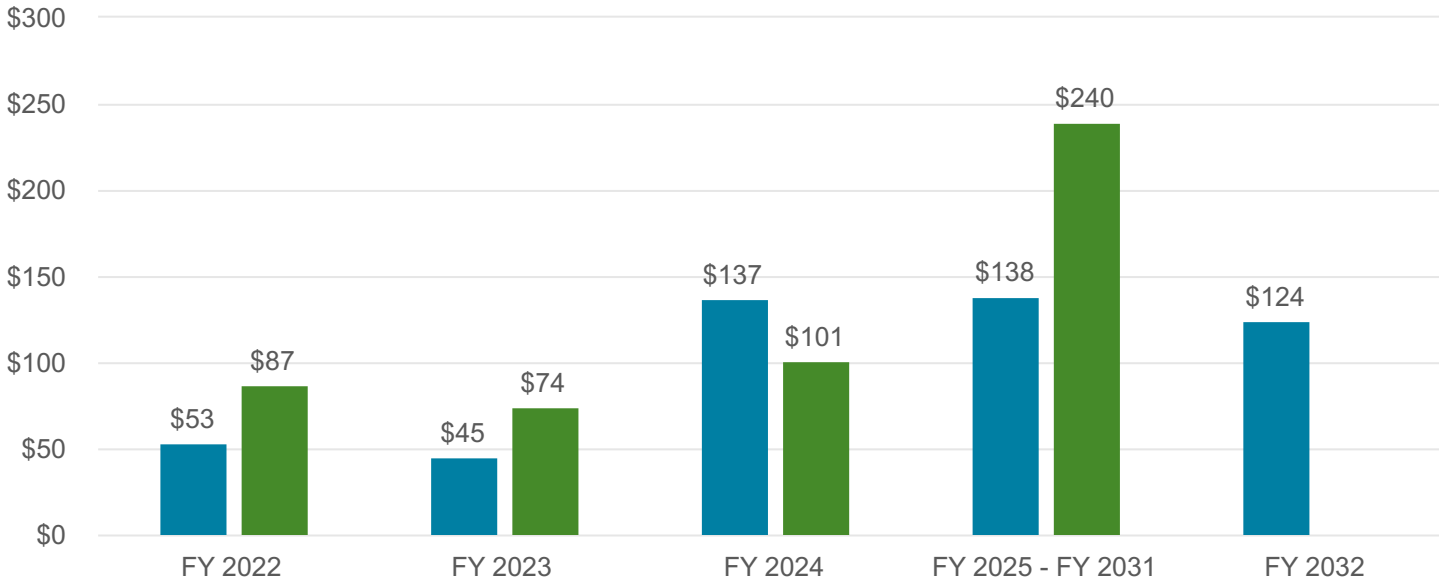
## ES has Reported Positive Financial Margin<sup>1</sup> in Every Year Since Inception

Max: 2014 - \$172.4M

Min: 2020 - \$9.9M

Over \$1 billion (\$1.03B) of long-option financial margin over last 15 years (average of \$69 million per year)

Revenue Recognition Cash

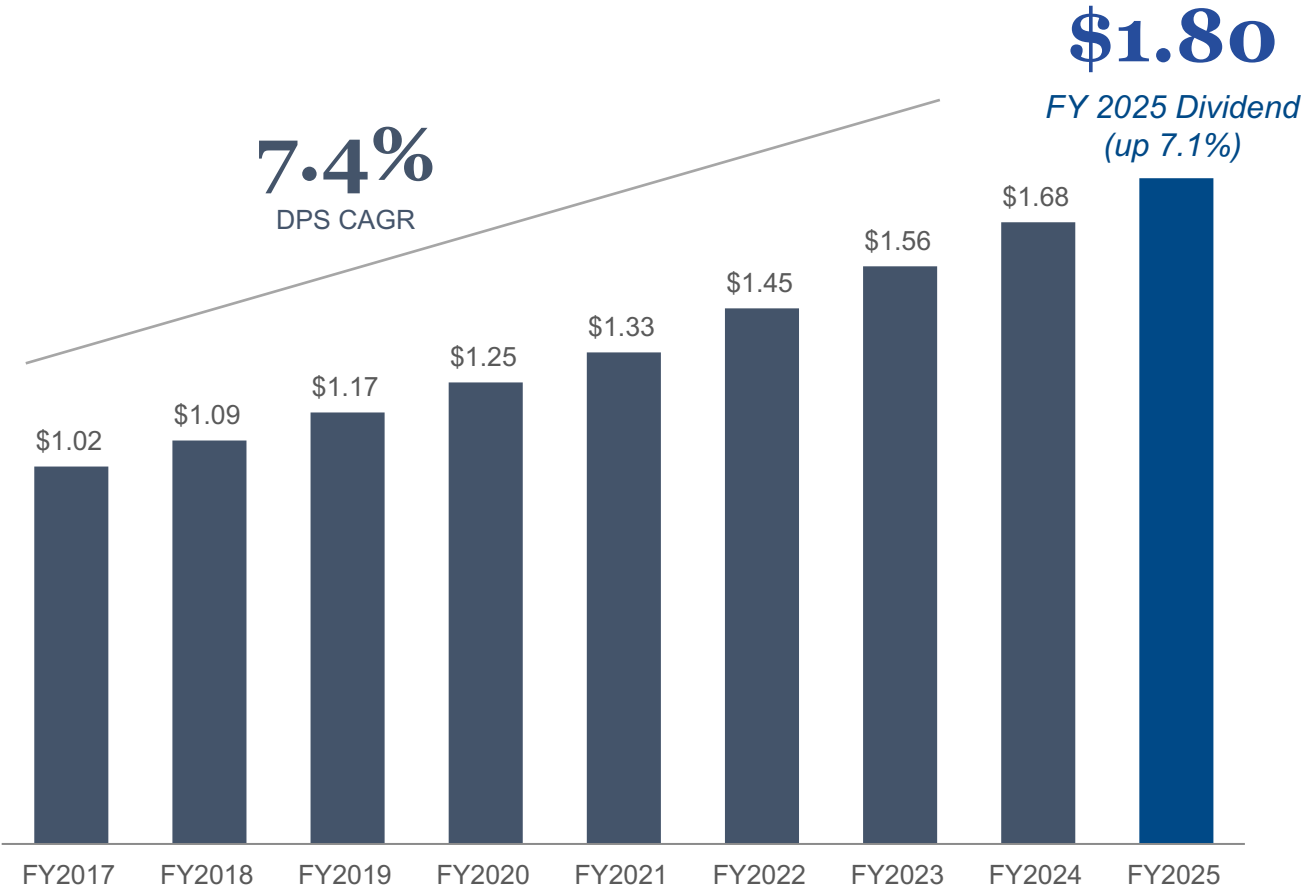


NJR expects to recognize approximately \$19.7 million annual in revenues between FY 2025 - FY 2031; Recognized ratably across each quarter

# Dividend Growth: Committed to Building Shareholder Value

Strong Track Record of Dividend Growth

## Dividends per Share



## Dividend History

Highlighted Rows Reflect Changes in Quarterly Cash Dividends

Record Date	Payable Date	Amount Per Share
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
9/22/2020	10/01/2020	\$0.3325

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

# Environmental, Social and Governance Efforts

## Focus on Definable Accomplishments



### Environmental

- Achieved NJ operational emissions reductions over 55% since 2006 with goal of 60% by 2030 and net zero 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
- Plans to invest up to \$2 million over the next five years through its Coastal Climate Initiative, which has expanded to a multi-faceted environmental stewardship program; over \$1.1 million of this funding is committed



### Social

- Established \$20 million endowment fund for NJR's charities to support continued community giving long into the future
- Robust structure and initiatives to promote DEI at NJR including Executive DEI Council to ensure accountability
- Employee-led Business Resource Groups (BRGs) bring together employees with common background to promote engagement and inclusiveness – 25% of NJR workforce belongs to one or more 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
- NJR includes sustainability considerations in the performance metrics of our Commitment to Stakeholders. Actual results of these goals and metrics directly impact the compensation of corporate officers year-to-year and ensure accountability

## What to Expect in Fiscal 2025

### Fiscal 2025 ESG Report

*January 2025*

16th Consecutive Year  
of our Sustainability  
Report (CSR)

# 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 [shareholder.broadridge.com/NJR](http://shareholder.broadridge.com/NJR).

## Online Information

Website: [www.njresources.com](http://www.njresources.com)

Investor Relations: [New Jersey Resources Investor Relations](#)

## Corporate Headquarters

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[www.njresources.com](http://www.njresources.com)



## Contact Information

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