# **Earnings Conference Call First Quarter 2023**

May 9, 2023





### **Safe Harbor Statement**

#### **Forward-Looking Statements**

Unless context otherwise requires, in this presentation, references to "we", "us" and "our" are to Southwest Gas Holdings, Inc. (NYSE: SWX) ("Southwest Gas" or the "Company" or "SWX") together with its consolidated subsidiaries, which include, among others, Southwest Gas Corporation ("Southwest", "SWG" or "Natural Gas Distribution" segment), MountainWest Pipelines Holding Company ("MountainWest", "MW" or "Pipelines and Storage" segment) formerly known as Dominion Energy Questar Pipelines, LLC, Centuri Group, Inc. ("Centuri" or "Utility Infrastructure Services" segment) and Great Basin Gas Transmission Company ("Great Basin" or "GBGTC"). The following are subsidiaries of Centuri: NPL Construction Co. ("NPL"), NPL Canada Ltd. ("NPL Canada"), New England Utility Constructors, Inc. ("Neuco"), Linetec Services, LLC ("Linetec"), Riggs Distler & Company, Inc. ("Riggs Distler"), Canyon Pipeline Construction, Inc. ("Canyon"), National Powerline LLC ("National Powerline") and W.S. Nicholls Construction Inc. ("WSN Construction").

This presentation contains forward-looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Such statements include, without limitation, statements regarding the Company's expectations or intentions regarding the future. These forward-looking statements contended by the use of words such as "will", "predict", "continue", "forecast", "expect", "believe", "anticipate", "outlook", "could", "target", "project", "intend", "plan", "seek", "estimate", "should", "may" and "assume", as well as variations of such words and similar expressions referring to the future, and include (without limitation) statements regarding our expectations for our utility infrastructure services, natural gas operations, and pipeline and storage segments, estimated future capital expenditures, projected rate base growth, O&M per customer expectations, our 2023 financial guidance and expected value drivers, SWX and SWG financing plan, including forms of financing and amounts to be raised, and expectations with respect to future dividends, expectations with respect to a spin-off of Centuri, and the future performance of the Company, Southwest Gas Corporation and Centuri. A number of important factors affecting the business and financial results could cause actual results to differ materially from those stated in the forward-looking statements. These factors include, but are not limited to, the timing and amount of rate relief, changes in rate design, customer growth rates, the effects of regulation/deregulation, tax reform and related regulatory decisions, the impacts of construction activity at Centuri, the potential for, and the impact of, a credit rating downgrade, future earnings trends, inflation, increasing interest rates, sufficiency of labor markets and similar resources, seasonal patterns, current and future litigation, the costs and effect of stockholder activism, and th

Forward-looking statements are based on assumptions which we believe are reasonable, based on current expectations and projections about future events and industry conditions and trends affecting our business. However, whether actual results and developments will conform to our expectations and predictions are subject to a number of risks and uncertainties that, among other things, could cause actual results to differ materially from those contained in the forward-looking statements, including without limitation, those discussed under the heading "Risk Factors", "Management's Discussion and Analysis of Financial Condition and Results of Operations," and "Quantitative and Qualitative Disclosure about Market Risk" in the Company's most recent Annual Report on Form 10-K and in the Company's and Southwest Gas Corporation's current and periodic reports, including our Quarterly Reports on Form 10-Q, filed from time to time with the SEC, and other reports that we file with the SEC from time to time.

New factors that could cause actual results to differ materially from those described in forward-looking statements emerge from time to time, and it is not possible for us to predict all such factors, or the extent to which any such factor or combination of factors may cause actual results to differ from those contained in any forward-looking statement. The statements in this presentation are made as of the date hereof, even if subsequently made available on our website or otherwise. We do not assume any obligation to update the forward-looking statements provided to reflect events that occur or circumstances that exist after the date on which they were made.



### **Non-GAAP Measures**

Non-GAAP Measures. This presentation contains financial measures that have not been calculated in accordance with accounting principles generally accepted in the U.S. ("GAAP"). These non-GAAP measures include (i) Southwest Gas adjusted earnings per share, (ii) Southwest Gas adjusted net income, (iii) Corporate and Administrative adjusted earnings per share, (iv) Corporate and Administrative adjusted net income, (vi) natural gas distribution segment adjusted earnings per share, (vi) natural gas distribution segment adjusted net income, (viii) utility infrastructure services segment adjusted EBITDA, (x) pipeline and storage segment adjusted earnings per share. Management uses these non-GAAP measures internally to evaluate performance and in making financial and operational decisions. Management believes that its presentation of these measures provides investors greater transparency with respect to its results of operations and that these measures are useful for a period-to-period comparison of results. Management also believes that providing these non-GAAP financial measures helps investors evaluate the Company's operating performance, profitability, and business trends in a way that is consistent with how management evaluates such performance.





#### **SPEAKERS**



**KAREN HALLER** 

PRESIDENT AND CEO SOUTHWEST GAS HOLDINGS



**ROB STEFANI** 

SVP/CFO SOUTHWEST GAS HOLDINGS



**JUSTIN BROWN** 

**PRESIDENT** SOUTHWEST GAS CORPORATION



**PAUL DAILY** 

PRESIDENT AND CEO CENTURI GROUP, INC.



**THOMAS MORAN** 

VP/GENERAL COUNSEL/ CORPORATE SECRETARY SOUTHWEST GAS HOLDINGS

#### PRESENTATION AGENDA

**Strategic Update** 

**Financial Update** 

**Business Update** 

**Guidance and Outlook** 

# SWX: Becoming a Premier, Fully Regulated Natural Gas Utility

### **Utility Positioned for Continued Growth and Success**

- Delivering safe, reliable, sustainable and affordable energy solutions across our footprint
- Significant population growth & strong demand across service territories
- Clear strategic focus on optimizing utility performance
- Working collaboratively with regulators to drive constructive regulatory outcomes to complement strong organic rate base growth
- Partnering with stakeholders to establish frameworks across jurisdictions to support investment opportunities in emerging technology energy initiatives



## **Executing SWX's 2023 Strategic Priorities**

MW Sale	Complete
Closed	1Q 2023
RAS/RES	Complete
Ratings Analyses	1Q 2023
2023 Financing Plan	Complete
SWX Equity (~\$250 million)	<b>▼</b> 1Q 2023
SWG Bond (~\$300 million)	<b>☑</b> 1Q 2023
SWX Term Loan (~\$550 million)	2Q 2023
Centuri Spin	On Track
IRS Private Letter Ruling Filing	1Q 2023
Arizona Corporation Commission Filing	<b>☑</b> 2Q 2023
SEC Form 10 Submission	QQ 2023 – 3Q 2023
Centuri De-leveraging	4Q 2023 – 1Q 2024
Spin Day One	4Q 2023 – 1Q 2024
2023 Utility and Regulatory Strategy	On Track
Arizona PGA Recovery Mechanism Filing	<b>☑</b> 1Q 2023
Arizona Rate Case Finalized	1Q 2023
Nevada Rate Case Filing	3Q 2023
Utility Optimization Review and Prioritization of Initiatives	1Q 2023 – 4Q 2023

# First Quarter 2023 Operational Highlights





\$23 million year over year increase in first quarter net income



42,000 new meter sets added during the last 12 months



Arizona general rate case finalized with revenue increase of \$54.3 million (the largest revenue increase in company history) and new rates effective February 1, 2023



Requested authority to modify PGA recovery mechanism in Arizona to facilitate faster recovery of the gas acquisition costs or receive improved cost of carry



Preparing third quarter 2023 Nevada rate case filing



SWG issued ~\$300 million of 5.45% Senior Notes due March 23, 2028 – with proceeds used to repay term loans/revolver and for general corporate purposes





\$28 million year over year increase in first quarter adjusted EBITDA



Reduced LTM net debt/EBITDA by ~0.5x from prior quarter



\$31 million storm restoration services revenue – represents approximately 2x the 2022 revenue generated in the first quarter



Signed \$172 million contract for new offshore wind business to support a project in New York, bringing Centuri to over \$525 million total in wind projects under contract



Signed \$125 million gas pipeline construction contract in Indiana - \$30 million of revenue recognized in first quarter



## **Utility Optimization Progress**

Executing a multi-step evaluation process to optimize utility performance and deliver value to all stakeholders

1Q 2023

2Q 2023

3Q 2023

4Q 2023

## Comprehensive Review and Identification of Potential Opportunities

#### **Key Focus Areas**

- · Safe, reliable, sustainable, and affordable service
- Support customer growth and evolving customer needs
- Disciplined O&M
- CapEx optimization to support customer growth and system improvements
- Optimization of rate case process
- Delivery of sustainable energy options for customers

#### **Evaluation and Prioritization of Initiatives to Execute**

#### **Projected Outcomes**

- Constructive regulatory outcomes
- Meet and exceed customer and regulator expectations
- Attractive rate base growth of 5% 7%
- ROE improvement
- Financial stability and improved credit profile
- Earnings growth



### **Strong Demand Dynamics Supporting Value Creation**

#### **Strong Economic Growth Across Service Areas**

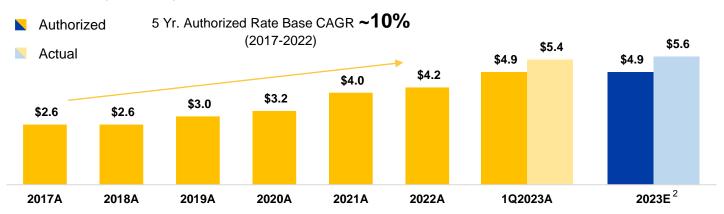
- From 2023 to 2028, projected population growth of 3.76% in Arizona and 3.95% in Nevada<sup>1</sup>
- Between 2018 to 2022 First-Time Meter Sets increased:







#### Rate Base (\$ in billions)







Notes:

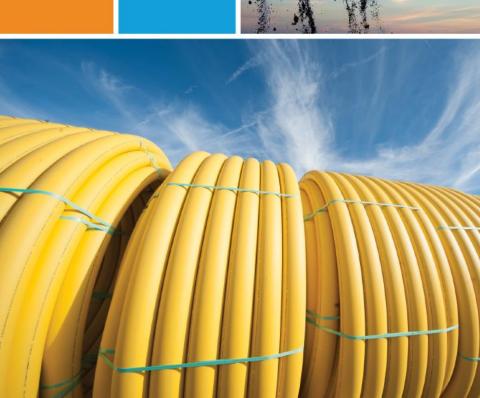
<sup>&</sup>lt;sup>1</sup>S&P Global Capital IQ, 1 May 2023

<sup>&</sup>lt;sup>2</sup> 2023E rate base assumes CapEx at mid-point of 2023 guidance range (\$675)

# **Financial Update**

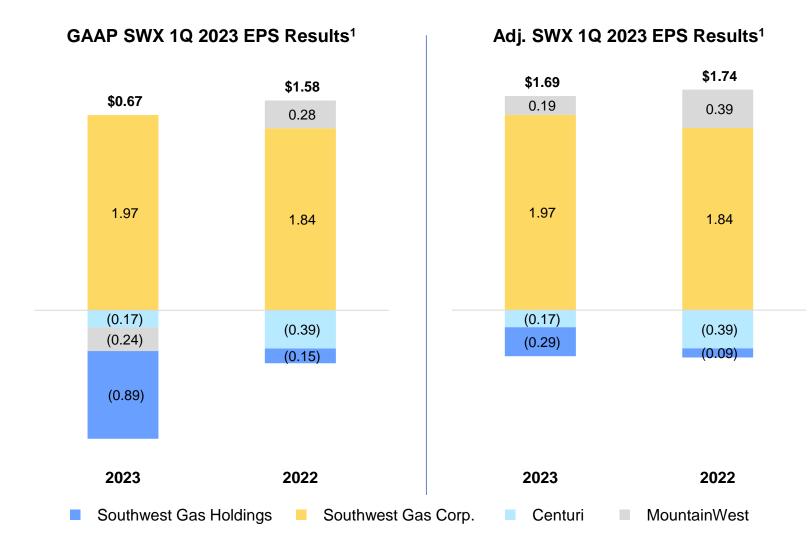








### 1Q 2023 SWX Results



#### **Financial Highlights**

- Consolidated adjusted net income of ~\$116 million resulting in adjusted earnings per share of ~\$1.69
- SWG recorded highest quarterly net income on record
- Centuri recorded highest first-quarter revenue and EBITDA on record
- SWX earnings impacted by costs associated with the sale of MW, the Centuri Spin, and MW dis-integration costs
- MW earnings impacted by the goodwill impairment/loss on sale and tax impacts

### 1Q 2023 Southwest Net Income

NATURAL GAS DISTRIBUTION SEGMENT

#### **Net Income** (\$ in millions) Favorable Unfavorable \$17.1 \$34.3 \$134.7 (\$12.0)(\$11.6)(\$1.3)(\$3.6)\$111.8 Operating 1Q 2022 O&M D&A and Other Income Net Interest Income Tax 1Q 2023 **General Taxes** Margin **Deductions**

## **Highest Quarterly Net Income on Record**

#### <sup>1</sup> Fuel used in operations offset in margin

#### Year over year net income drivers include:

(parenthesis indicate unfavorable net income drivers)

1 favorable impact to adj. net income unfavorable impact adj. to net income



#### Operating Margin

- \$14 million AZ and NV rate relief
- \$5 million Customer growth

#### **0&M**

- (\$4 million) Increased cost of fuel used in operations<sup>1</sup>
- (\$3 million) Outside services
- (\$2 million) Combined leak survey and line locating
- (\$1 million) Insurance related claims

#### **D&A** and General Taxes

6% Increase in avg. gas plant since 1Q 2022

#### Other Income

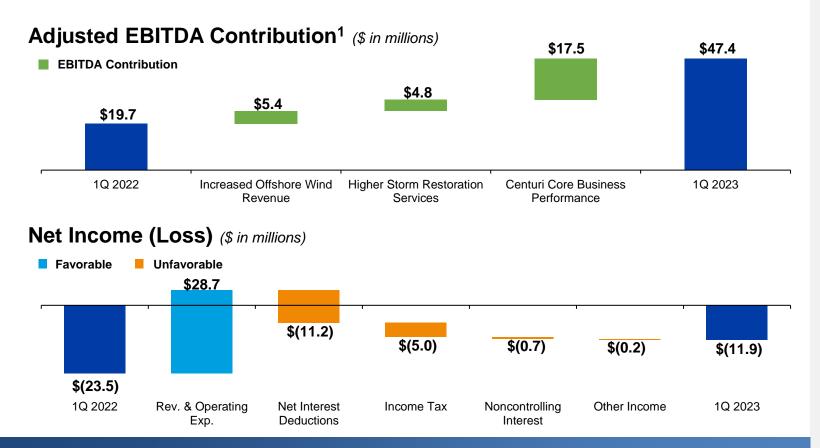
- \$10 million Increased interest income due to the increased receivable position related to the PGA mechanisms
- \$5 million Decreased non-service-related components of employee pension and other retirement benefit costs
- \$4 million Increase in COLI policy cash surrender

#### Interest

· Primarily driven by interest associated with the issuance of \$600 million of Senior Notes in March 2022 and \$300 million of Senior Notes in March 2023

# 1Q 2023 Centuri Adjusted EBITDA and Net Income (Loss)

UTILITY INFRASTRUCTURE SERVICES SEGMENT



#### Year over year drivers include:

(parenthesis indicate unfavorable net income drivers)

1 favorable impact to adj. net income unfavorable impact adj. to net income

#### Revenues

- \$129 million Total increase
- \$43 million Increase in offshore wind revenue at Riggs Distler
- \$30 million Large gas infrastructure project
- \$17 million Increased storm restoration services

#### Operating Expenses

 (\$100 million) Total increase – driven by higher volume of infrastructure services provided, increased subcontractor costs on offshore wind projects

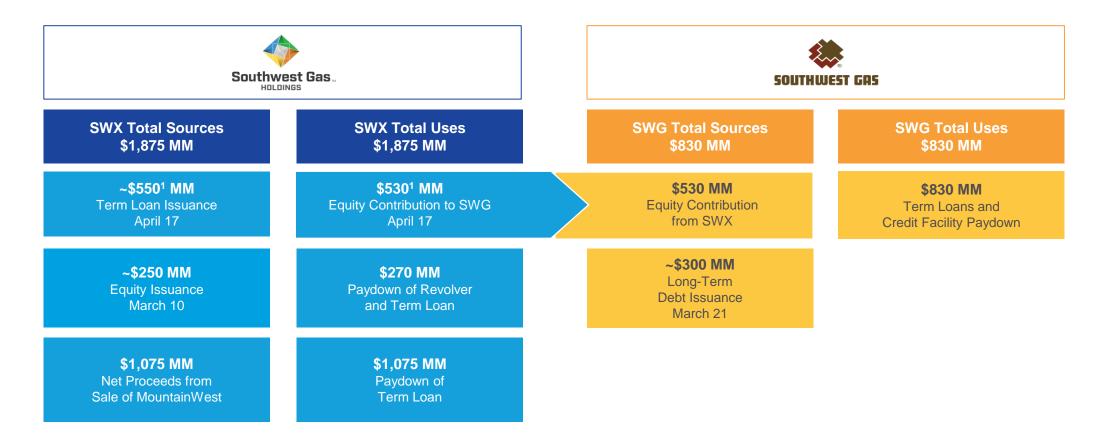
#### Net Interest Deductions

 Primarily due to higher interest rates on outstanding variable-rate borrowings associated with Riggs Distler acquisition

### **Record First Quarter Revenue and Adjusted EBITDA**



# **2023 Financing Plan Complete**



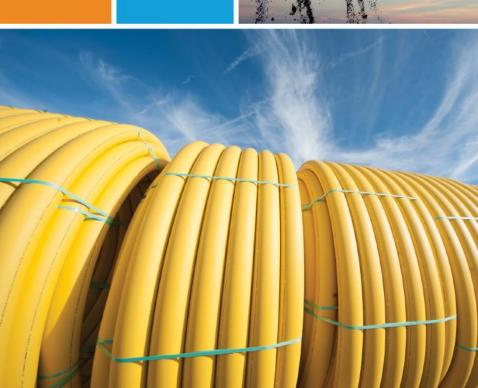
Limited Near-Term Equity Needs for 2024 and 2025



# **Business Update**









# **Southwest Regulatory Update**

### **Rate Case Activity**

#### **Arizona Rate Case Results Summary**

The ACC approved SWG's most recent rate case, authorizing the largest revenue increase in SWG history (\$54 million) with rates effective February 1, 2023

Test Year	Twelve months ended August 2021
Post Test Year Plant	Twelve months ended August 2022
Equity Ratio	50%
Rate of Return	ROE: 9.3%; ROR: 6.73%
Rate Base	\$2.6 billion (~\$700 million increase)
Revenue Increase	\$54 million

#### **Notes**

- Prehearing stipulation on key issues: ROE and equity layer
- Continuation of full revenue decoupling
- Continuation of COYL program (infrastructure tracker program)
- Continuation of property tax tracker
- Continuation of TEAM (income tax tracker)
- · Gas purchases, including \$185 million related to Winter Storm Uri, deemed prudent





# **Southwest Regulatory Update**

### **Other Regulatory Activity**



#### **Great Basin 2023 – Mainline Replacement Project**

FERC issued order in February 2023 granting a certificate of public convenience and necessity (CPCN) for the construction and operation of the project which contemplates the replacement of ~20.4 miles of 16" pipe in Humboldt County. The current project estimate is ~\$47 million.

#### **California Fort Irwin Expansion Project**

Filed application with CPUC in November 2022 seeking authority to expand its service territory in Southern California to accommodate the Ft. Irwin expansion project.

#### **Nevada Annual Rate Adjustment Filing**

The Commission approved an all-party settlement authorizing a statewide increase in revenues of ~\$12 million and found that the Company's gas purchases during the test period were reasonable and prudent.

#### **Arizona PGA Filing**

Filed application requesting authority to modify the Company's PGA mechanism to facilitate faster recovery of the gas acquisition costs or receive improved cost of carry.

#### **Great Basin 2024 – Expansion Project**

Application filed with FERC in April 2023 seeking an order to abandon and replace certain pipeline facilities and granted a CPCN to construct and operate certain facilities to expand the transportation capacity of the system. The current project estimate is ~\$15 million.

## California Hydrogen Demonstration Project

Application pending before CPUC approval of a hydrogen-blending demonstration project in Northern California.

## **Arizona COYL Annual Surcharge Filing**

ACC is reviewing the Company's annual COYL Surcharge filing submitted in February 2023, with a requested \$4.3 million margin increase. A decision is anticipated in May.

# **Legislative Activity - Nevada**

#### **Executive Order 2023-07**

Outlines the state's energy priorities and policy objectives for the next decade

#### **Focus**

- Supports an all-of-the-above approach to energy in the state
- Emphasizes the importance of affordability and reliability of energy for consumers
- Protects the use of natural gas in homes and businesses and ensures Nevadans continue to have all energy options available to them
- Promotes economic development and investment in Nevada

### **SB 281 Gas Planning**

Establishes an infrastructure planning process with the PUCN for natural gas utilities

#### Requires three-year plan to include:

- Current & projected demands for natural gas
- Significant projects & investments
- Energy efficiency & load management programs
- Renewable energy & low-carbon fuel initiatives

#### **Gas Planning Benefits**



Supports investment in clean fuel technologies and R&D opportunities



Creates opportunity to seek regulatory pre-approval for certain investments



Reinforces natural gas's role in providing safe, reliable and affordable energy



Creates pathways for natural gas utilities to support GHG reduction goals



Enhances transparency for customers and interested stakeholders



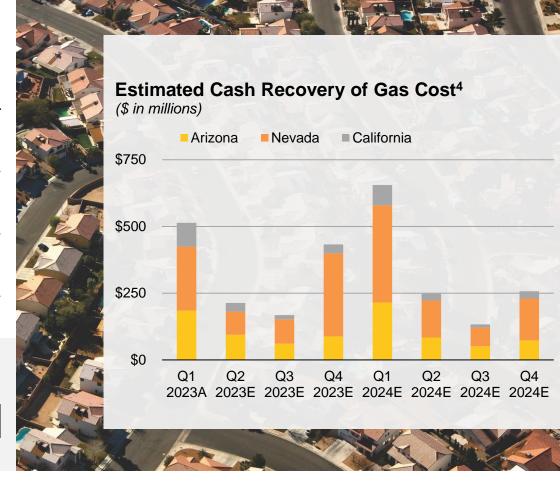
## **Summary of Gas Cost Balances and Recovery Mechanisms**

### **PGA<sup>1</sup> Balance and Recovery Mechanism Summary**

State	Dec. 2022 Receivable Balance (\$ in millions)	Mar. 2023 Receivable Balance (\$ in millions)	Carrying Cost Rate	Gas Cost Rate Adjustment Frequency
AZ	\$292.5	\$417.9	1 Year Treasury Rate	Monthly <sup>2</sup>
NV	\$150.3	\$495.7	Weighted Average Cost of Capital	Quarterly <sup>2</sup>
CA	\$7.3	\$56.7	Commercial Paper Rate	Monthly <sup>3</sup>
Total	\$450.1	\$970.3		









<sup>&</sup>lt;sup>1</sup> PGA refers to FERC Acct. 191

<sup>&</sup>lt;sup>2</sup> Using a 12-month rolling average, to account for changes in the cost of gas SWG purchased on behalf of its customers, with no profit to SWG

<sup>3</sup> The gas cost rate is adjusted monthly based on a one-month forecast cost of gas plus the difference in the prior month's over or under recovery of the PGA balance

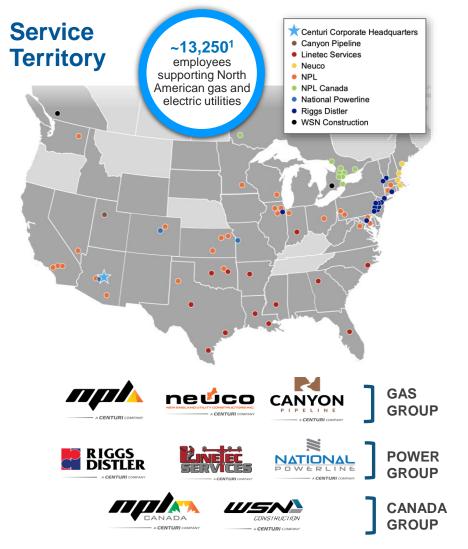
## Centuri Overview: Strategic Utility Infrastructure Services Leader

### **High-Quality Utility Customer Base**











### **Centuri Execution on 2023 Projects**

#### **Achieving Growth**

### New Awards & Value-Enhanced Contracts

Signed \$125 million gas pipeline construction contract in Indiana







#### **Strong Sector Outlook**

Multi-decade outlook for significant growth in gas and electric T&D markets, significant multi-year opportunities in 5G and offshore wind related infrastructure

#### **Clean Energy Projects Expansion**

- \$47.5 million revenue recorded for sustainable wind energy projects during 1Q 2023 and projecting ~\$250 million for the full year
- Contracted to provide onshore assembly, fabrication, and port logistics for offshore wind projects in Mid-Atlantic and Northeastern United States
- Total of all wind contracts signed to date just over \$525 million
  - Southfork and Revolution projects are underway in Rhode Island
  - An additional contract has been signed for Ocean Wind in Maryland
  - Executed contract for Sunrise project in New York totaling \$172 million







#### **Restoration Services**

Crews responded across the Gulf Coast and eastern regions of the United States after several tornados and other storms left countless communities without power







**1,190** Employees deployed

\$30.6M Revenue earned during 1Q 2023 **22** States



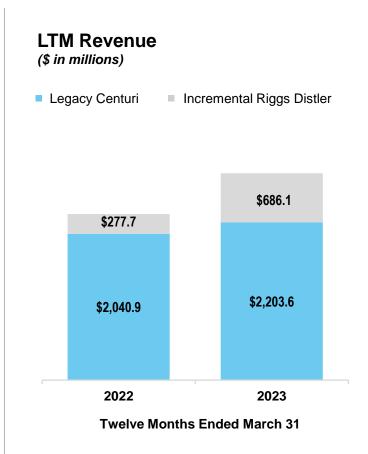
### **Proven Performance Track Record**

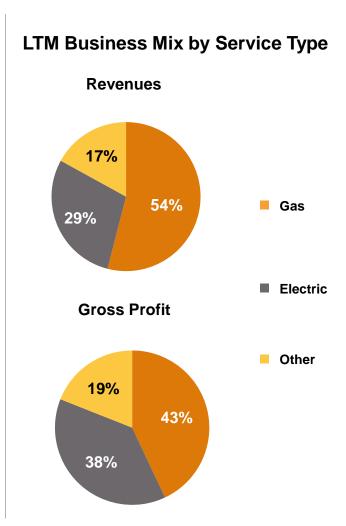
### Centuri LTM Adjusted EBITDA<sup>1</sup> (\$ in millions)



Driving Continued Growth in Adjusted EBITDA:

**\$49M**year over year increase in LTM adjusted EBITDA

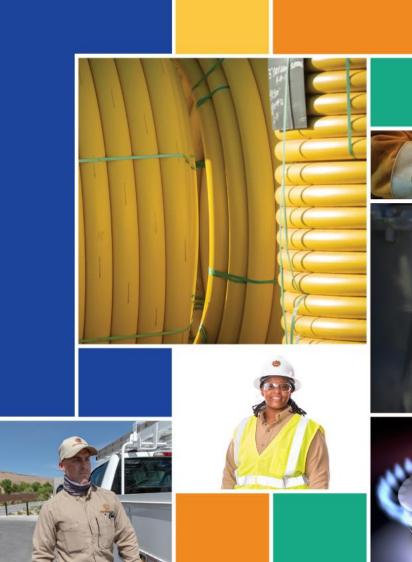






# **Guidance and Outlook**







### On Track to Achieve 2023 Company Guidance



2023 CapEx:

\$665 - \$685 million

2023 Net Income1:

\$205 - \$215 million

3-year Rate Base CAGR<sup>2</sup>:

5% - 7%

3-year Total Capex<sup>2</sup>:

\$2.0 billion



2023 Revenue:

\$2.8 - \$3.0 billion

2023 Adjusted EBITDA<sup>3</sup> Margin:

9.5% - 11.0%

2023 – 2026 Adjusted EBITDA<sup>3</sup> CAGR:

9% - 11.0%



<sup>&</sup>lt;sup>1</sup> Assumes \$3 - \$5 million COLI earnings

<sup>3-</sup>year: 2023 - 2025

<sup>3</sup> Adjusted EBITDA excludes costs of strategic review, one-time acquisition costs and non-cash stock-based

# Maintaining a Competitive Dividend

Upon completion of the spin of Centuri, Southwest Gas Holdings plans to target a dividend payout ratio in line with gas utility peers

### **SWX Annual Dividend Per Share**



- Southwest Gas is committed to paying a competitive dividend
- Southwest Gas has paid a dividend every year since 1956
- Upon completion of the spin of Centuri, Southwest Gas Holdings plans to target a dividend payout ratio in line with gas utility peers<sup>1</sup>
- Until the planned spin has been completed, Southwest Gas Holdings expects to continue to pay its regular quarterly dividend<sup>1</sup>
- Expect to size post-spin dividend off of future run rate earnings considering expected rate relief in Arizona, California, and Nevada<sup>1</sup>

## Positioned to Unlock Significant Stockholder Value





Enhancing SWX credit profile through the sale of MountainWest and strengthening capital and strategic flexibility through spin of Centuri



Maintain balance sheet flexibility and investment grade credit ratings





Positive regulatory developments and strong organic rate base growth



Optimizing the utility to deliver value through financial discipline, operational excellence, and constructive regulatory relationships



Providing safe, reliable, sustainable and affordable energy solutions for new and existing customers, with a dedicated focus on service



Capital expenditure plan supported by increased economic development and customer growth throughout our service areas



Well positioned to continue delivering sustainable energy options for our customers





Transitioning to a standalone world-class utility infrastructure services platform with strong leadership in infrastructure modernization and energy transition



Planning to de-lever the business organically in 2023 through EBITDA growth



# **Appendix**

# **Investment Grade Credit Ratings**

SWX and SWG are committed to maintaining an investment grade profile

#### **Credit Ratings and Outlook**

Pro Forma<sup>1</sup> Net Debt (\$ in billions)

	Мо	ody's	Standard	and Poor's	Fitch					
	Ratings	Outlook	Ratings	Outlook	Ratings	Outlook	Total	ebt	Cash	Net Debt
Southwest Gas	Baa2	Stable	BBB-	Positive	BBB	Rating Watch Negative	\$0.	5 📄	\$0.0	\$0.5
SOUTHWEST GRS	Baa1	Stable	BBB	Positive	А	Negative	\$3.	1 📄	\$0.1	\$3.3
CENTURI	Ba2	Under Review For Downgrade	B+	Credit Watch Developing			\$1.		\$0.0	\$1.1

Note: Purchased gas cost balance at the end of the quarter is \$970 million.

### **Sustainable Energy Investments**

#### Renewable Natural Gas (RNG) Projects<sup>1</sup>

RNG projects repurpose methane from waste supporting emissions reductions



#### Southwest Gas, RTC & U.S. Gain Partnership

Leveraging RNG for the agency's public transit fleet

#### **Tres Rios Renewable Natural Gas Project**

 Facilitating the delivery of renewable energy as a byproduct of treated wastewater from the Pima County Wastewater Reclamation Facility

#### Sunoma Renewable Natural Gas Project

 Transforming methane emissions from Paloma Dairy into a sustainable energy source

#### SoCal Biomethane RNG

Facilitating the delivery of pipeline quality gas to southern
 California from Victor Valley Wastewater Reclamation Authority

#### **Butterfield RNG**

 Facilitating the delivery of pipeline quality gas from the Butterfield Dairy in Buckeye, Arizona

#### **Great Basin Cheyenne Trail Interconnection**

 Providing interstate transportation service for captured methane produced by renewable resources

#### Fort Irwin Expansion Project

Fort Irwin's remote desert location provides an opportunity to enhance energy reliability, resilience, and security





- On-site generation capacity capable of maintaining critical loads during an electric outage
- Approximately 22 miles dedicated natural gas pipeline
- Estimated pipeline cost of \$39 million
- Filed an application with the CPUC in Nov 2022 seeking authority to expand its service territory to accommodate the project

### California Hydrogen Demonstration Project

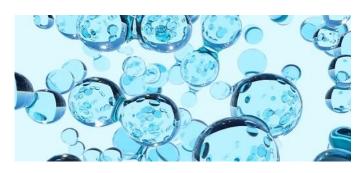
Filed for approval of a hydrogen-blending demonstration project with the California Public Utilities Commission on September 8, 2022

#### **Project Objective:**

 Establish critical knowledge targeting hydrogen-blending in extreme cold and highelevations

#### **Project Detail:**

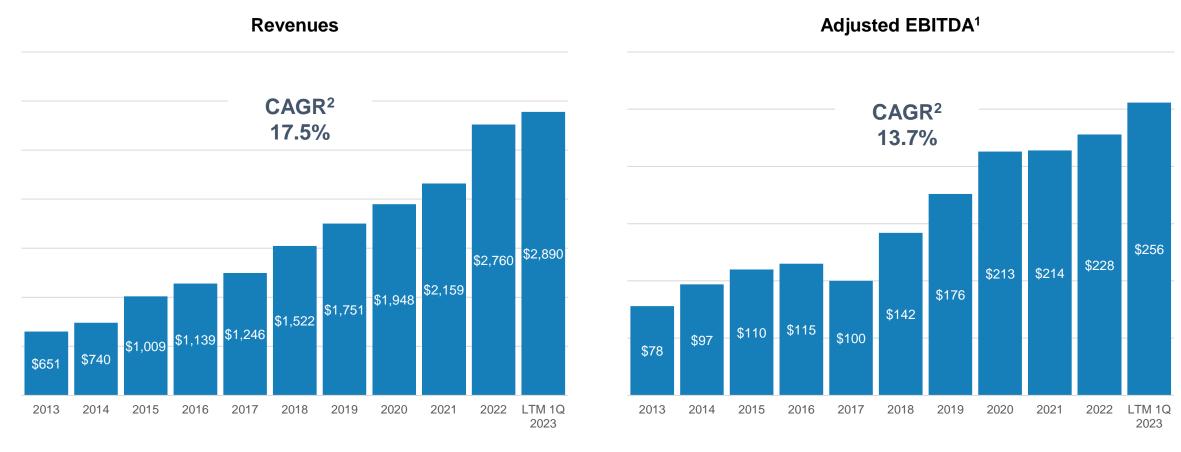
- Project will test a blend of 5% to 20% hydrogen with natural gas in plastic and steel pipe
- 18-month period of testing





### **Proven Performance Track Record**

(\$ in millions)

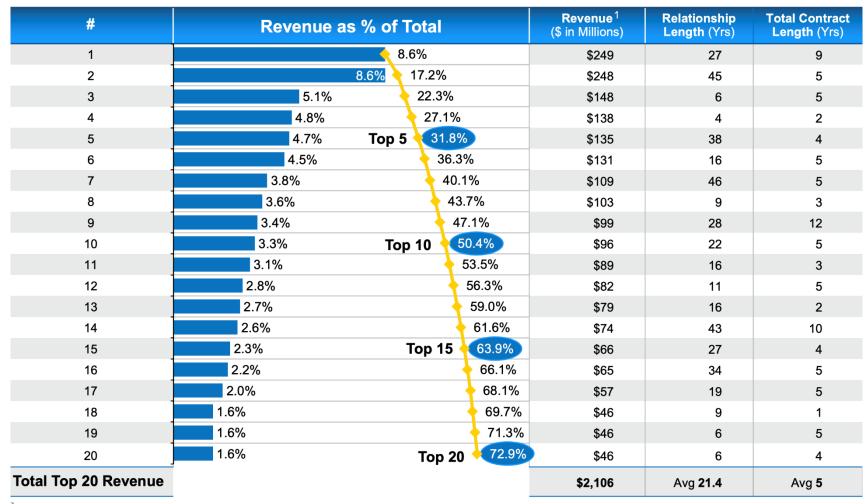


<sup>1</sup> Adjusted EBITDA excludes strategic review costs, one-time acquisition costs, the nonrecurring write-off of deferred financing fees related to Centuri's amended and restated credit facility, and non-cash stock-based compensation expense



<sup>&</sup>lt;sup>2</sup> Compound annual growth from 2013 to LTM 1Q 2023

### **Top 20 Customers**



#### **LTM Mar 2023**

CENTURI	\$ 2,204
RIGGS DISTLER	\$ 686
Centuri Total Revenue (USD)	\$ 2,890

Last Twelve Months Ended March 31, 2023



### **1Q 2023 Financial Results**

#### CONSOLIDATED

	Three mor	nths e	nded		Twelve months ended				
<b>Results of Consolidated Operations</b>	Marc	h 31,		March 31,					
(in millions, except per share items)	2023		2022		2023	2022			
Natural gas distribution income	\$ 134.7	\$	111.8	\$	177.3	\$	180.2		
Utility infrastructure services income	(11.9)		(23.5)		13.7		17.8		
Pipeline and storage (loss)	(16.3)		16.9		(317.0)		16.9		
Corporate and administrative income (loss)	(60.6)		(9.1)		(127.6)		(35.3)		
Net income (loss)	45.9		96.2		(253.6)		179.7		
Non-GAAP adjustments 1	70.0		10.0		459.9		46.2		
Adjusted net income	115.9		106.2		206.4		225.9		
Basic earnings (loss) per share	\$ 0.67	\$	1.58	\$	(3.76)	\$	3.00		
Diluted earnings (loss) per share	\$ 0.67	\$	1.58	\$	(3.76)	\$	2.99		
Basic adjusted earnings per share	\$ 1.70	\$	1.75	\$	3.06	\$	3.77		
Diluted adjusted earnings per share	\$ 1.69	\$	1.74	\$	3.06	\$	3.76		
Weighted average common shares	68.265		60.737		67.413		59.919		
Weighted average diluted shares	68.419		60.854		67.413		60.044		



# **Summary of Operating Results**

NATURAL GAS DISTRIBUTION SEGMENT

		Three mo	nths e	ended		ended			
Results of Natural Gas Distribution	March 31,					Marc	h 31,		
(in thousands of dollars)		2023		2022		2023		2022	
Regulated operations revenues	\$	914,879	\$	676,539	\$	2,173,409	\$	1,676,397	
Net cost of gas sold		501,169		297,121		993,264		572,007	
Operating margin		413,710		379,418		1,180,145		1,104,390	
Operations and maintenance expense		131,188		119,636		503,480		452,051	
Depreciation and amortization		74,650		72,114		265,579		256,814	
Taxes other than income taxes		22,740		21,652		84,285		81,308	
Operating income		185,132		166,016		326,801		314,217	
Other income		18,443		1,315		10,244		(3,794)	
Net interest deductions		38,622		26,610		127,892		102,004	
Income before income taxes		164,953		140,721		209,153		208,419	
Income tax expense		30,257		28,926		31,872		28,204	
Segment net income	\$	134,696	\$	111,795	\$	177,281	\$	180,215	



# **Summary of Operating Results**

#### UTILITY INFRASTRUCTURE SERVICES SEGMENT

Results of Utility Infrastructure Services	Three Mon	ths Ende	ed March 31,	Twelve Months Ended March 31,				
(Thousands of dollars)	2023		2022		2023		2022	
Revenues	\$ 653,2	293 \$	523,877	\$	2,889,743	\$	2,318,563	
Cost of sales 1	611,3	344	509,380		2,647,679		2,119,093	
Gross profit	41,9	949	14,497		242,064	•	199,470	
General and administrative expenses <sup>2</sup>	23,	539	23,622		109,114		112,058	
Amortization of intangible assets	6,6	667	7,842		28,584		22,445	
Operating income	11,	743	(16,967)		104,366		64,967	
Other income (deductions)	(6	80)	(486)		(1,081)		683	
Net interest deductions	22,3	376	11,131		72,616		30,508	
Income before income taxes	(11,3	13)	(28,584)		30,669		35,142	
Income tax expense (benefit)	(1,1	80)	(6,170)		10,717		11,406	
Net income	(10,1	33)	(22,414)		19,952		23,736	
Net income attributable to noncontrolling interests	1,	739	1,072		6,273		5,943	
Contribution to consolidated net income attributable to Centuri	\$ (11,8	72) \$	(23,486)	\$	13,679	\$	17,793	
Adjusted net income (loss) attributable to Centuri <sup>3</sup>	\$ (11,8	04) \$	(23,486)	\$	15,146	\$	29,456	

Cost of sales during the three months ended March 31, 2023 and 2022 includes depreciation expense of \$30,036 and \$28,632, respectively. Cost of sales during the twelve months ended March 31, 2023 and 2022 includes depreciation expense of \$122,197 and \$103,651, respectively.



<sup>2</sup> General and administrative expenses during the three months ended March 31, 2023 and 2022 includes depreciation expense of \$1,167 and \$1,138, respectively. General and administrative expenses during the twelve months ended March 31, 2023 and 2022 includes depreciation expense of \$4,830 and \$4,415, respectively.

<sup>3</sup> Excludes the impact of the write-off of acquisition costs and strategic review costs, net of the impact of income tax adjustments.

### **Non-GAAP Measures**

(\$ in thousands)

Adjusted SWX income and adjusted EPS for the three and twelve months ended March 31, 2023, include the goodwill impairment and loss on sale; nonrecurring stand-up costs associated with integrating MW; and proxy contest, shareholders litigation, and strategic review costs. Adjusted SWX income and adjusted EPS for the three months ended March 31, 2022, include nonrecurring stand-up cost associated with integrating MW; proxy contest, stockholder litigation, settlement agreement, strategic review, and Centuri spin costs. Incrementally, the adjustments for the twelve months ended March 31, 2022, further include legal reserve and Riggs Distler transaction costs.

Adjusted Corporate and Administrative income and adjusted EPS for the three and twelve months ended March 31, 2023, include the goodwill impairment and loss on sale; MW transaction and stand-up/integration related costs; and proxy contest, stockholder litigation, settlement agreement, strategic review, and Centuri spin costs. Adjusted Corporate and Administrative income and adjusted EPS for the three and twelve months ended March 31, 2022, include MW transaction and related costs and proxy contest, stockholder litigation, settlement agreement, and strategic review costs.

There were no adjustments to SWG income for the three and twelve months ended March 31, 2023 or the three months ended March 31, 2022. However, adjusted SWG income and adjusted EPS for the twelve months ended March 31, 2022, include a legal reserve.

Adjusted MW income and adjusted EPS for the three and twelve months ended March 31, 2023, include nonrecurring stand-up costs, and the goodwill impairment and loss on sale. Adjusted MW income and adjusted EPS for the three and twelve months ended March 31, 2022, include nonrecurring stand-up costs.

We do not provide a reconciliation of forward-looking Non-GAAP Measures to the corresponding forward-looking GAAP measure due to our inability to project special charges and certain expenses.

	Three mon	ths en	ded	Twelve months ended					
	March 31,				March 3		31,		
SWX Adjusted Net Income and Adjusted EPS	2023		2022		2023		2022		
SWX net income (loss)	\$ 45,911	\$	96,178	\$	(253,557)	\$	179,664		
Legal reserve	-		-		-		5,000		
Riggs Distler transaction costs	-		-		-		14,000		
Nonrecurring stand-up cost associated with									
integrating MW	2,856		9,358		20,394		32,159		
Goodwill impairment and loss on sale	72,688		-		528,113		-		
Proxy contest, stockholder litigation, settlement									
agreement, strategic review, and Centuri spin	1,728		3,794		38,144		8,295		
Income tax effect of adjustments	(7,260)		(3,157)		(126,744)		(13,246)		
SWX adjusted net income	\$ 115,923	\$	106,173	\$	206,350	\$	225,872		
Weighted average diluted shares	68,419		60,854		67,413		60,044		
SWX adjusted EPS	\$ 1.69	\$	1.74	\$	3.06	\$	3.76		
Corporate & Admin. Adjusted Net Income and Adjusted EPS									
Corporate and Admin. net (loss)	\$ (60,625)	\$	(9,061)	\$	(127,566)	\$	(35,274)		
Goodwill impairment and loss on sale	51,473		-		57,292		-		
MW stand-up, integration, and transaction-related costs	291		700		291		23,501		
Proxy contest, shareholder litigation, settlement									
agreement, strategic review, and Centuri spin costs	1,637		3,794		36,200		8,295		
Income tax effect of adjustments	(12,817)		(1,079)		(22,130)		(7,631)		
Corporate and Admin. adjusted net (loss)	\$ (20,041)	\$	(5,646)	\$	(55,913)	\$	(11,109)		
Weighted average diluted shares	68,419		60,854		67,413		60,044		
Corporate and Admin. adjusted EPS	\$ (0.29)	\$	(0.09)	\$	(0.83)	\$	(0.19)		
SWG Adjusted Net Income and Adjusted EPS									
SWG net income	\$ 134,696	\$	111,795	\$	177,281	\$	180,215		
Legal reserves	-		-		-		5,000		
Income tax effect of adjustments	<u>-</u>		-		-		(1,200)		
SWG adjusted net income	\$ 134,696	\$	111,795	\$	177,281	\$	184,015		
Weighted average diluted shares	68,419		60,854		67,413		60,044		
SWG adjusted EPS	\$ 1.97	\$	1.84	\$	2.63	\$	3.06		
MW Adjusted Net Income and Adjusted EPS									
MW net (loss)	\$ (16,288)	\$	16,930	\$	(316,951)	\$	16,930		
Nonrecurring stand-up cost	2,565		8,658		20,103		8,658		
Goodwill impairment and loss on sale	21,215		-		470,821		-		
Income tax effect of adjustments	 5,580		(2,078)		(104,137)		(2,078)		
MW adjusted net income	\$ 13,072	\$	23,510	\$	69,836	\$	23,510		
Weighted average diluted shares	68,419		60,854		67,413		60,044		
MW adjusted EPS	\$ 0.19	\$	0.39	\$	1.04	\$	0.39		



### Non-GAAP Measures (continued)

(\$ in thousands)

Adjusted Centuri income and adjusted EPS for the three and twelve months ended March 31, 2023, include strategic review costs. Adjusted Centuri income and adjusted EPS for the twelve months ended March 31, 2022, include acquisition costs.

Management believes that Centuri EBITDA, used in connection with net income provides useful information to investors as they evaluate Centuri performance. EBITDA is defined as earnings before interest, taxes, depreciation and amortization. Centuri adjusted EBITDA is adjusted for certain other items as described herein. Adjusted Centuri EBITDA for the three and twelve months ended March 31, 2023 include pre-tax strategic review costs (including costs related to the Centuri spin) and non-cash share-based compensation expense. The adjustments for the three and twelve months ended March 31, 2022 include non-cash share-based compensation expense. Incrementally, the adjustments for the twelve months ended March 31, 2022 include write-off of deferred financing fees and acquisition costs.

Centuri EBITDA and Adjusted EBITDA is provided below for the twelve months ended December 31, 2013 through December 31, 2022 and for the twelve months ended June 30, 2022, September 30, 2022, and March 31, 2023.

Because EBITDA and Adjusted EBITDA, as defined, exclude some, but not all, items that affect net income attributable to Centuri, such measures may not be comparable to similarly titled measures of other companies.

	Three months ended March 31,							Twelve months ended  March 31,				
Centuri Adjusted Net Income and Adjusted EPS	<u></u>	2023		2022		2023		2022				
Centuri net income	\$	(11,872)	\$	(23,486)	\$	13,679	\$	17,793				
Acquisition costs		-		-		=		14,000				
Strategic review costs, including Centuri spin		91		-		1,944		-				
Income tax impact of adjustments		(23)		-		(477)		(2,337)				
Centuri adjusted net income	\$	(11,804)	\$	(23,486)	\$	15,146	\$	29,456				
Weighted average diluted shares		68,419		60,854		67,413		60,044				
Centuri adjusted EPS	\$	(0.17)	\$	(0.39)	\$	0.22	\$	0.49				
Centuri EBITDA and Adjusted EBITDA												
Centuri net income	\$	(11,872)	\$	(23,486)	\$	13,679	\$	17,793				
Net interest deductions		22,376		11,131		72,616		30,508				
Income tax expense		(1,180)		(6,170)		10,717		11,406				
Depreciation and amortization		37,870		37,612		155,611		130,511				
Centuri EBITDA	\$	47,194	\$	19,087	\$	252,623	\$	190,218				
Write-off of deferred financing fees		-		-		=		673				
Acquisition costs		-		-		-		14,000				
Strategic review costs, including Centuri spin		91		-		1,944		-				
Non-cash share-based compensation expense		144		649		1,147		1,923				
Centuri Adjusted EBITDA	\$	47,429	\$	19,736	\$	255,714	\$	206,814				

LTM 2Q

LTM 3Q

Centuri EBITDA and Adjusted EBITDA	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2022	2022	2023
Centuri net income	\$ 21,200	\$ 24,300	\$ 26,700	\$ 32,600	\$ 38,400	\$ 45,000	\$ 52,400	\$ 74,900	\$ 40,400	\$ 7,418	\$ 3,223	\$ 2,100	\$ 13,700
Net interest deductions	1,100	3,800	7,800	6,700	8,000	14,200	14,100	9,300	21,000	41,474	51,825	61,400	72,600
Income tax expense	12,600	14,800	18,500	19,900	2,400	18,400	21,400	31,100	18,800	7,941	4,754	5,700	10,700
Depreciation and amortization	43,000	48,900	56,700	55,700	49,000	57,400	87,600	96,700	117,600	144,157	153,947	155,300	155,600
Centuri EBITDA	\$ 77,900	\$ 91,800	\$ 109,700	\$ 114,900	\$ 97,800	\$ 135,000	\$ 175,500	\$ 212,000	\$ 197,800	\$ 200,990	\$ 213,749	\$ 224,500	\$ 252,600
Write-off of deferred financing fees	-	-	-	-	-	-	-	=	700	673	-	-	-
Acquisition costs	-	5,100	=	=	2,600	6,900	=	=	14,000	13,197	196	-	-
Strategic review costs, including Centuri spin	-	-	-	-	-	-	-	=	-	2,248	1,610	1,800	1,900
Non-cash share-based compensation expense	-	<u>-</u>	<u> </u>	<u> </u>		-	100	800	1,700	2,407	1,554	1,700	1,100
Centuri Adjusted EBITDA	\$ 77,900	\$ 96,900	\$ 109,700	\$ 114,900	\$ 100,400	\$ 141,900	\$ 175,600	\$ 212,800	\$ 214,200	\$ 219,515	\$ 217,109	\$ 228,000	\$ 255,600



LTM 4Q

LTM 1Q