

Earnings Call

AQUASM

NYSE: WTR



Full Year 2015
February 24, 2016

Forward Looking Statement

This presentation contains in addition to historical information, forward looking statements based on assumptions made by management regarding future circumstances over which the company may have little or no control, that involve risks, uncertainties and other factors that may cause actual results to be materially different from any future results expressed or implied by such forward-looking statements. These factors include, among others, the following: general economic and business conditions; weather conditions affecting customers' water usage or the company's cost of operations; the success of cost containment initiatives, including costs arising from changes in regulations; regulatory treatment of rate increase requests; changes in the valuation of our investment in our joint venture in the Marcellus shale region; availability and cost of capital; the success of growth initiatives, including pending acquisitions; the effect of regulation on consolidation of the industry; the ability to generate earnings from capital investment; and other factors discussed in our Form 10-K for the fiscal year ended December 31, 2014, which is on file with the SEC. We undertake no obligation to publicly update or revise any forward-looking statement.

Non-GAAP Reconciliation

For reconciliation of non-GAAP financial measures, see the Investor Relations section of the company's Web site at www.aquaamerica.com

Today's Presenters



Christopher Franklin
President and CEO



Richard Fox
EVP and COO
Regulated Operations



Dave Smeltzer
EVP, CFO



Brian Dingerdissen
Chief of Staff

Introduction

Christopher Franklin

President and Chief Executive Officer



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Thank You for Joining Us



Today's Agenda

- Corporate Update
- 2015 Highlights
- Update on Regulated Operations
- Summary of Financial Results
- 2016 Guidance

Corporate Update

Organizational Updates

- Karen Heisler – SVP and Chief Human Resource Officer



2015 Highlights

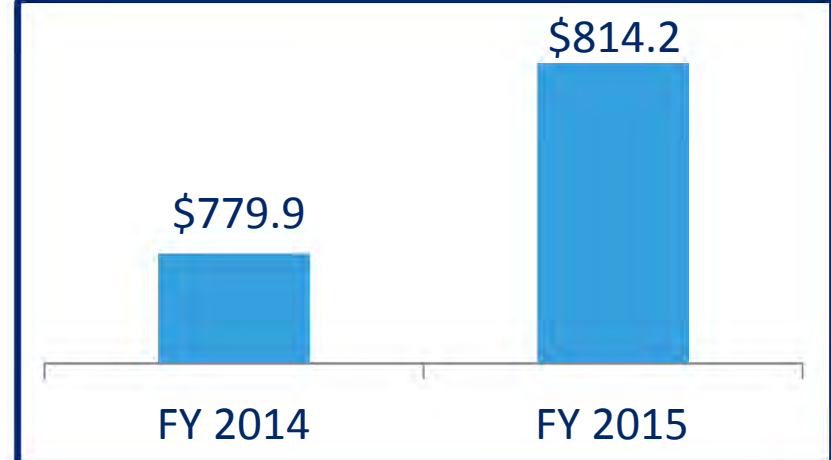
Customer Growth

- 4 municipal, 12 private acquisitions
- 17,747 additional connections
- 1.9% customer growth

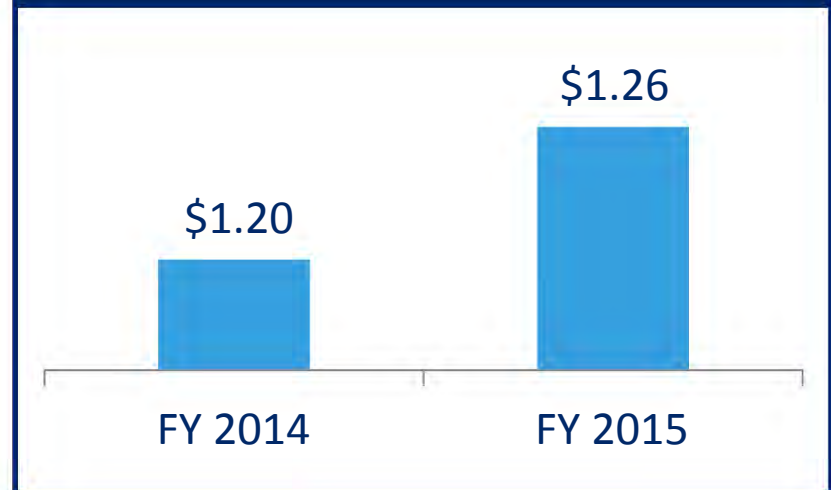
Annualized Dividend Rate of \$0.712

- 71st year of paying a consecutive quarterly dividend
- 25th dividend increase in 24 years

Operating Revenue (\$millions)



Adjusted Income from Continuing Operations per Share (Non-GAAP)



2015 Acquisitions

System	Date Closed	Water Customers	Wastewater Customers	Total Customers
North Maine Utilities, IL	4/30/2015	4,716*	2,693*	7,409
Captain's Cove, VA	12/1/2015	977	280	1,257
Wintergreen, VA	7/1/2015	398	161	559
Mount Jewett, PA	5/6/2015	443*	-	443
Robin Hood, PA	10/15/2015	201	-	201
Union Hill, TX	9/2/2015	179	-	179
Venter Heights, VA	2/5/2015	136	-	136
Bunker Hill, PA	8/11/2015	66	67	133
Alamance County, NC	8/31/2015	111	-	111
Seaview Harbor, NJ	4/16/2015	94	-	94
Summerdale, IL	8/21/2015	57*	-	57
Mountain Ridge, NC	8/3/2015	33	-	33
Total		7,411	3,201	10,612

* Municipal System

- 12 water and 4 wastewater acquisitions
- 12 private and 4 municipal systems

2016 Acquisitions

as-of February 23, 2016

System	Date Closed	Water Customers	Wastewater Customers	Total Customers
Superior, PA	1/1/2016	3,868	-	3,868
Eastwood Manor, IL	2/23/2016	340	-	340
Nunda, IL	2/23/2016	185	-	185
Galena WW System, IN	1/29/2016	-	123	123
Total		4,393	123	4,516

Regulated Operations

Rick Fox

Executive Vice President and Chief Operating Officer, Regulated Operations

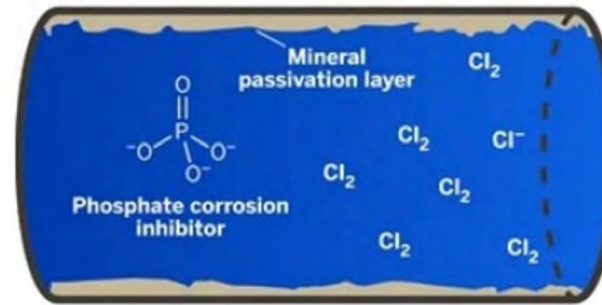


AQUASM

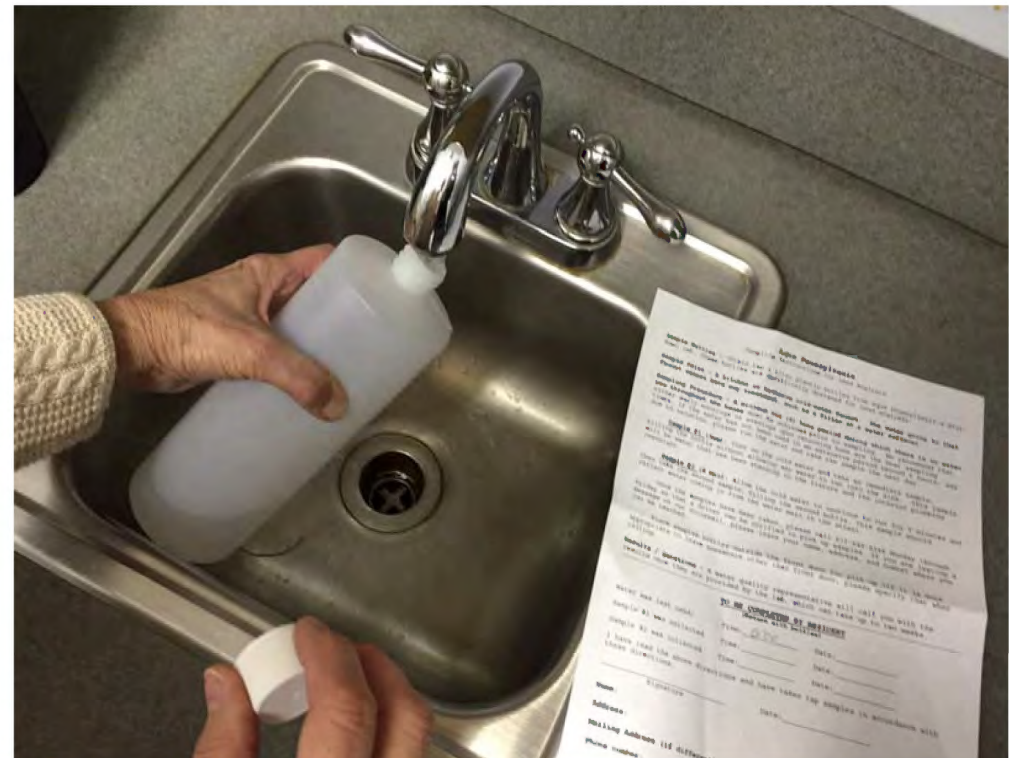
NYSE: WTR

Lead in Drinking Water

- **In the news**
- **Lead exists:**
 - Pipe before 1930's
 - Solder before 1986
 - Fittings before 2011
- **Lead & Copper Rule (L&CR)**
 - Effective 1991
 - Corrosion control
 - Testing in customer homes
- **Aqua in compliance with L&CR provisions in all 1,484 systems**
 - Consumer Confidence Reports sent annually
 - L&CR currently under review by EPA and revisions expected in 2017.

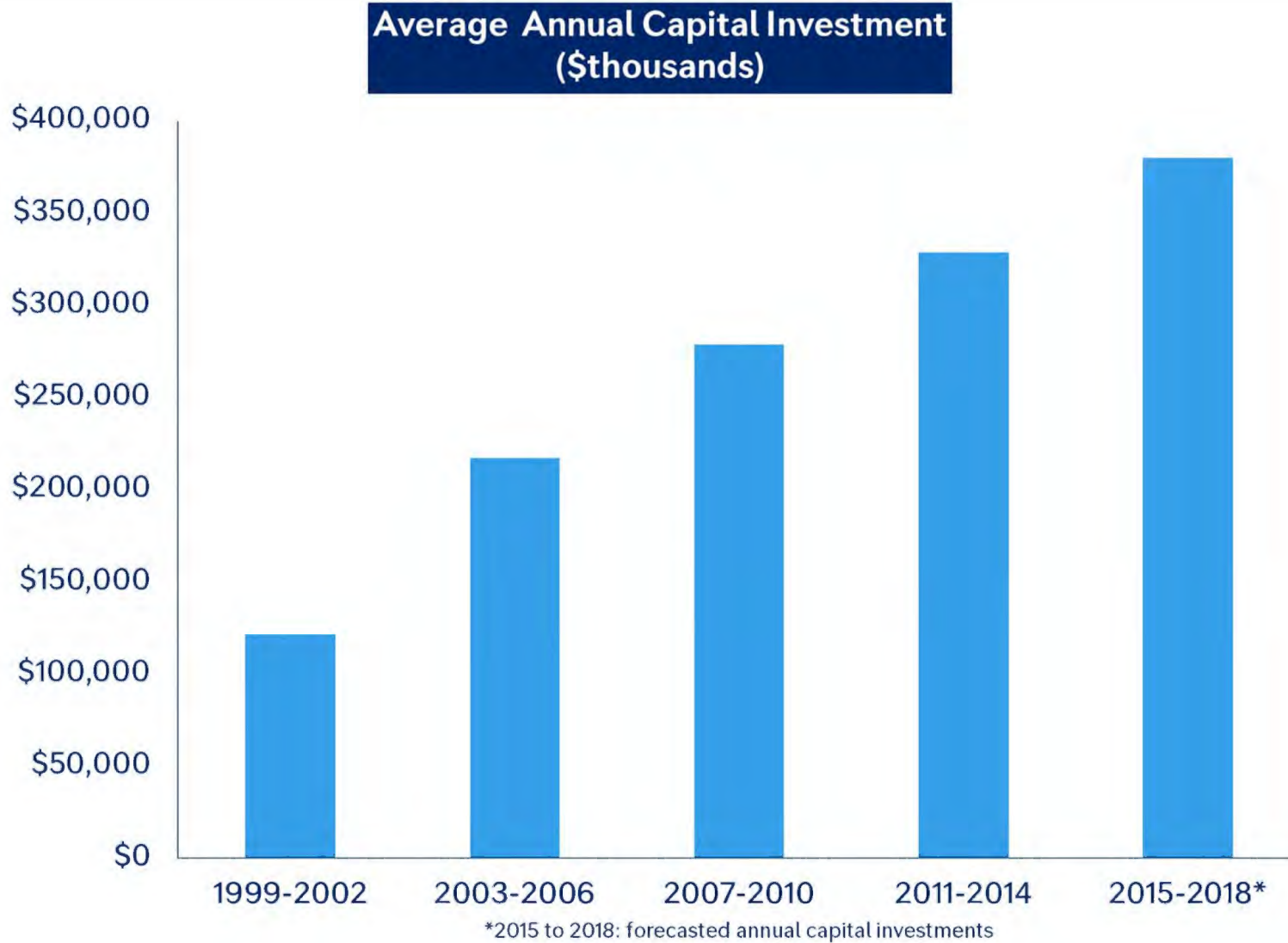


It is not about the lead; it is about the control of corrosion



Building for the Future

Regulated Operations



+\$1.1 Billion Planned for Next 3 Years

Summary of Financial Results

Dave Smeltzer

Executive Vice President and Chief Financial Officer



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2015 Financial Results

	In millions except per share	FY 2014		FY 2015	Variance
Revenue		\$779.9	▲	\$814.2	4.4%
Operations and Maintenance Expense		\$288.6	▲	\$309.3	7.2%
Income from Continuing Operations		\$213.9	▼	\$201.8	(5.7%)
Income from Continuing Operations per Share		\$1.20	▼	\$1.14	(5.0%)
Exclude:					
Joint Venture Impairment Charge, Net of Tax		-	▲	\$21.4	
Adjusted Income from Continuing Operations (Non-GAAP)		\$213.9	▲	\$223.2	4.4%
Adjusted Income from Continuing Operations per Share (Non-GAAP)		\$1.20	▲	\$1.26	5.0%



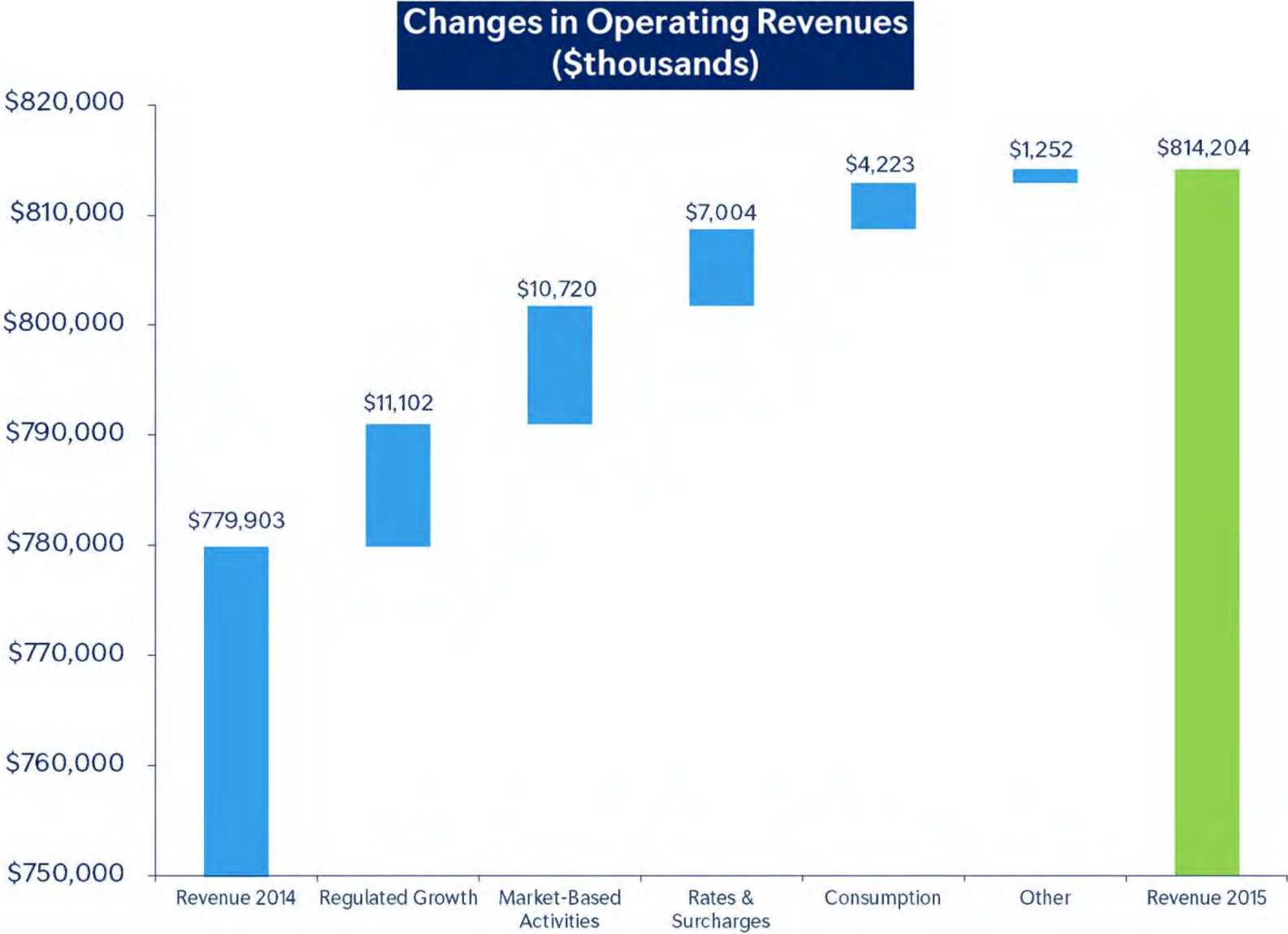
Favorable Change



Unfavorable Change

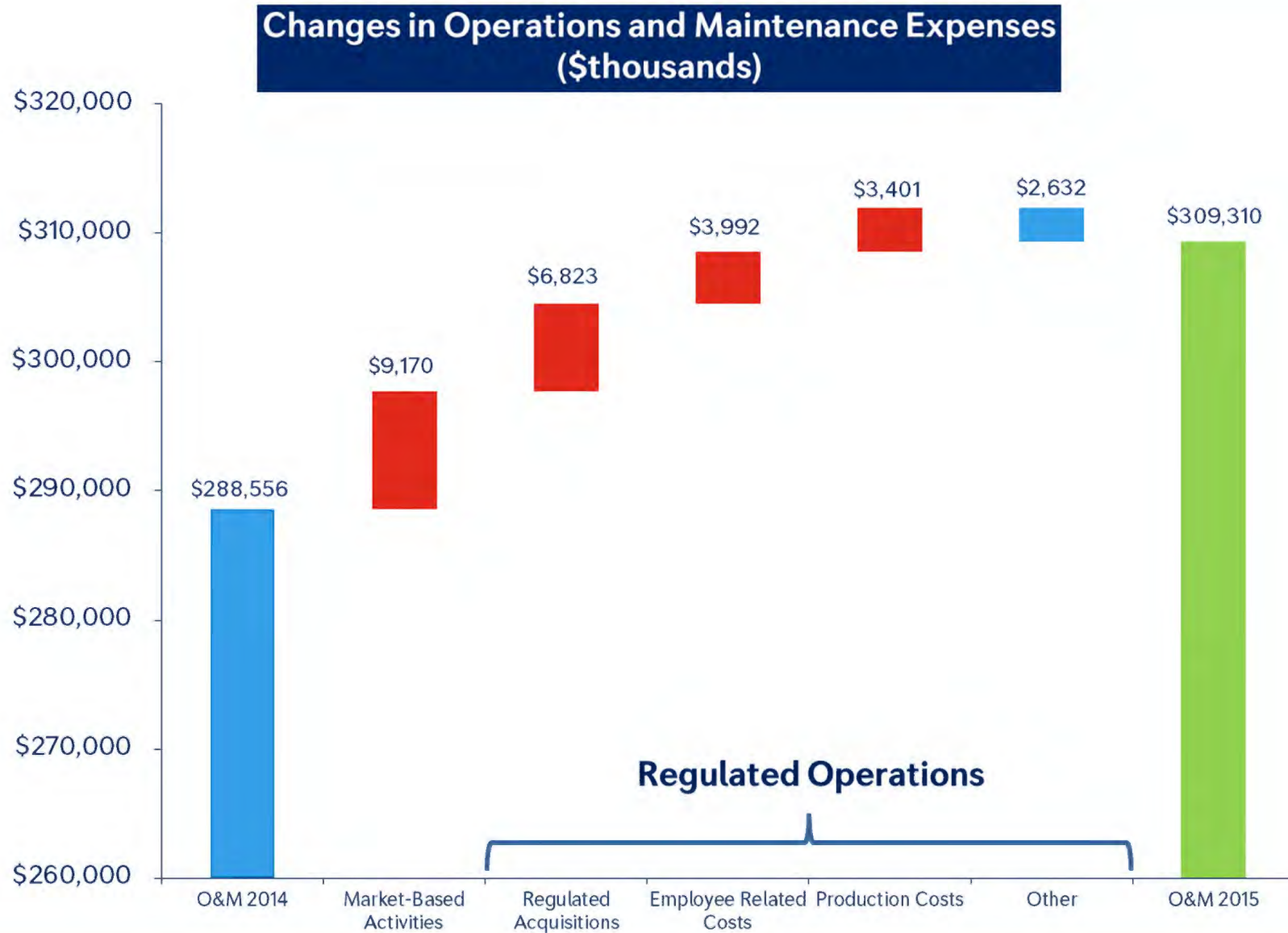
Operating Revenues

FY 2015 vs. FY 2014



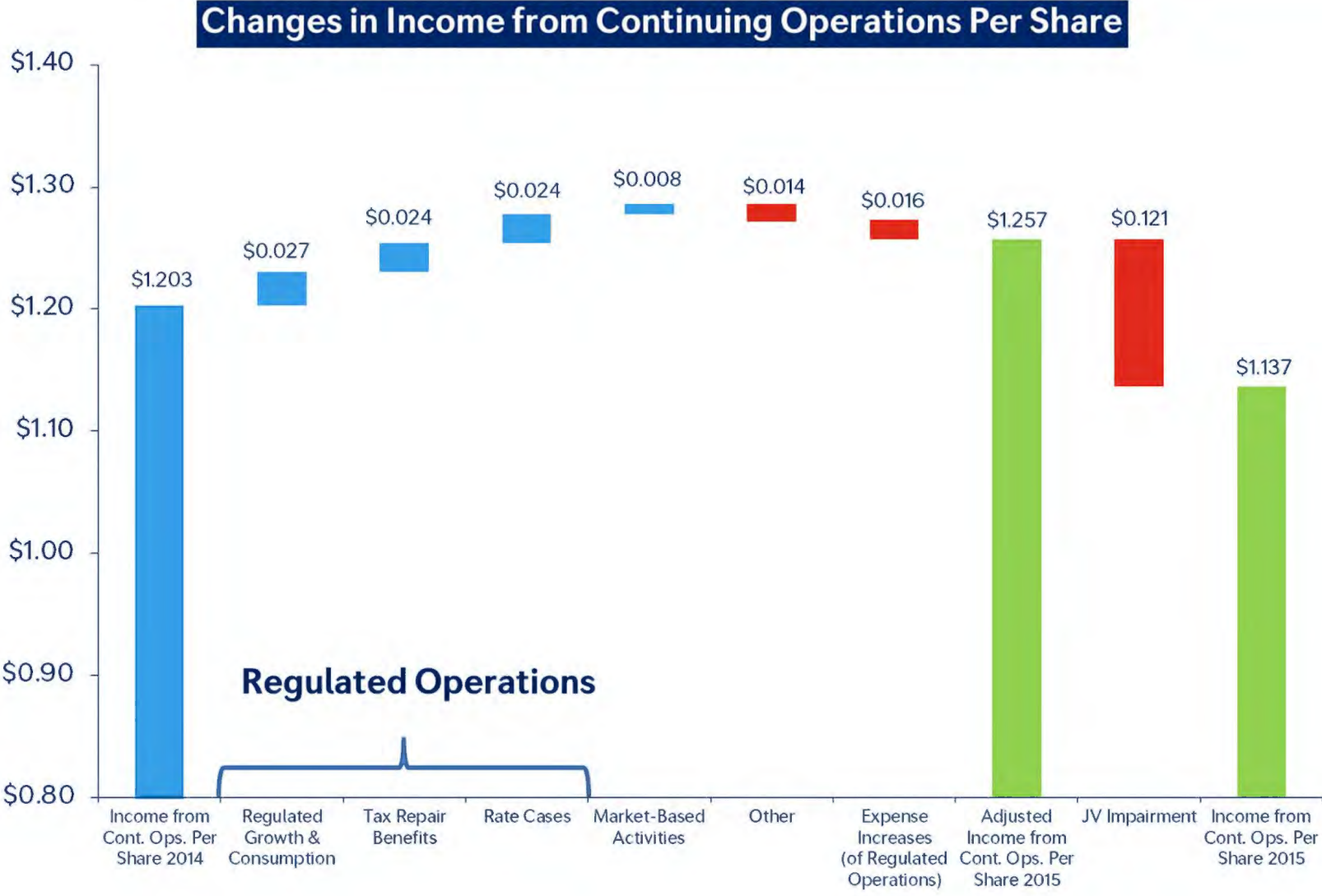
Operations & Maintenance Expenses

FY 2015 vs. FY 2014



Income from Continuing Operations per Share

FY 2015 vs. FY 2014



2015 Fourth Quarter Financial Results

	In millions except per share	Q4'14		Q4'15	Variance
Revenue		\$191.4	▲	\$197.1	3.0%
Operations and Maintenance Expense		\$74.1	▲	\$77.9	5.0%
Income from Continuing Operations		\$49.0	▼	\$28.4	(41.9%)
Income from Continuing Operations per Share		\$0.28	▼	\$0.16	(42.9%)
Exclude:					
Joint Venture Impairment Charge, Net of Tax		-	▲	\$21.4	
Adjusted Income from Continuing Operations (Non-GAAP)		\$49.0	▲	\$49.9	1.9%
Adjusted Income from Continuing Operations per Share (Non-GAAP)		\$0.28	▲	\$0.28	-



Favorable Change



Unfavorable Change

Rate Activity

2015 Completed Rate Cases and Infrastructure Surcharges

- Base rate cases or infrastructure surcharges completed in NJ, IL, NC, OH, TX and PA (wastewater)
- \$8.6 million in additional annualized revenue

2016 Completed Rate Cases and Infrastructure Surcharges

- Base rate cases or infrastructure surcharges completed in IL, NC, OH, TX and VA
- \$4.3 million in additional annualized revenue

2016 Pending Rate Case

- Base rate case in NJ with requested annualized revenue increase of \$2.5 million

*Additional rate activity information provided in Appendix

2016 Guidance

Christopher Franklin

President and Chief Executive Officer



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2016 Guidance

Earnings

- Full-year earnings per share between \$1.30 – \$1.35

Customer Growth

- 1.5 – 2.0% year-over-year customer growth

Capex

- More than \$350 million
- More than \$1.1 billion through 2018
- Ongoing rate base growth of approximately 6 – 7%

Operations and Maintenance Expense

- Same-system O&M increase of 1 – 2% for full year

Q&A Session



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Thank You for Attending Aqua America's Full Year 2015 Earnings Call

For more information contact:
Brian Dingerdissen
Chief of Staff
610.645.1191

Appendix

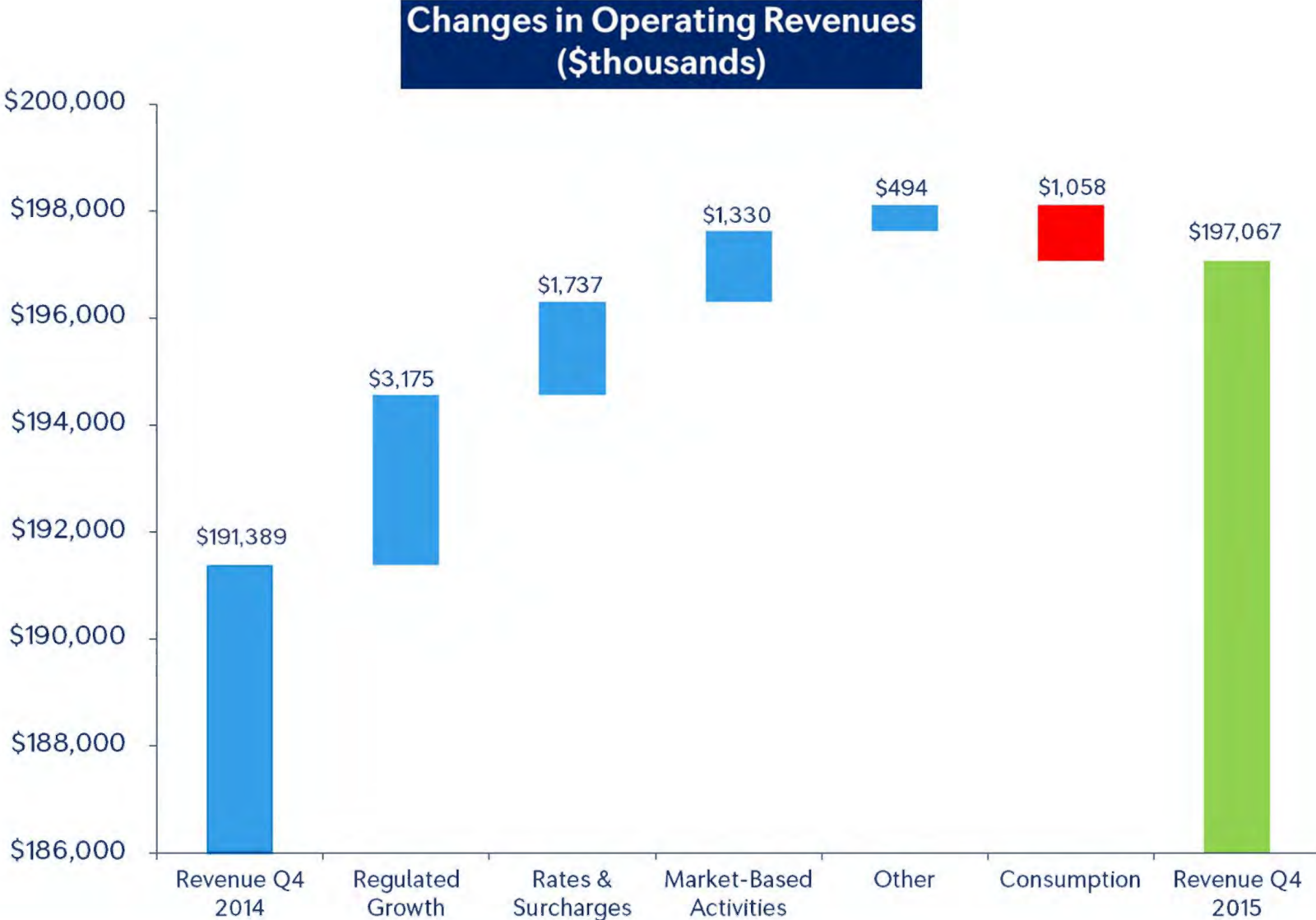


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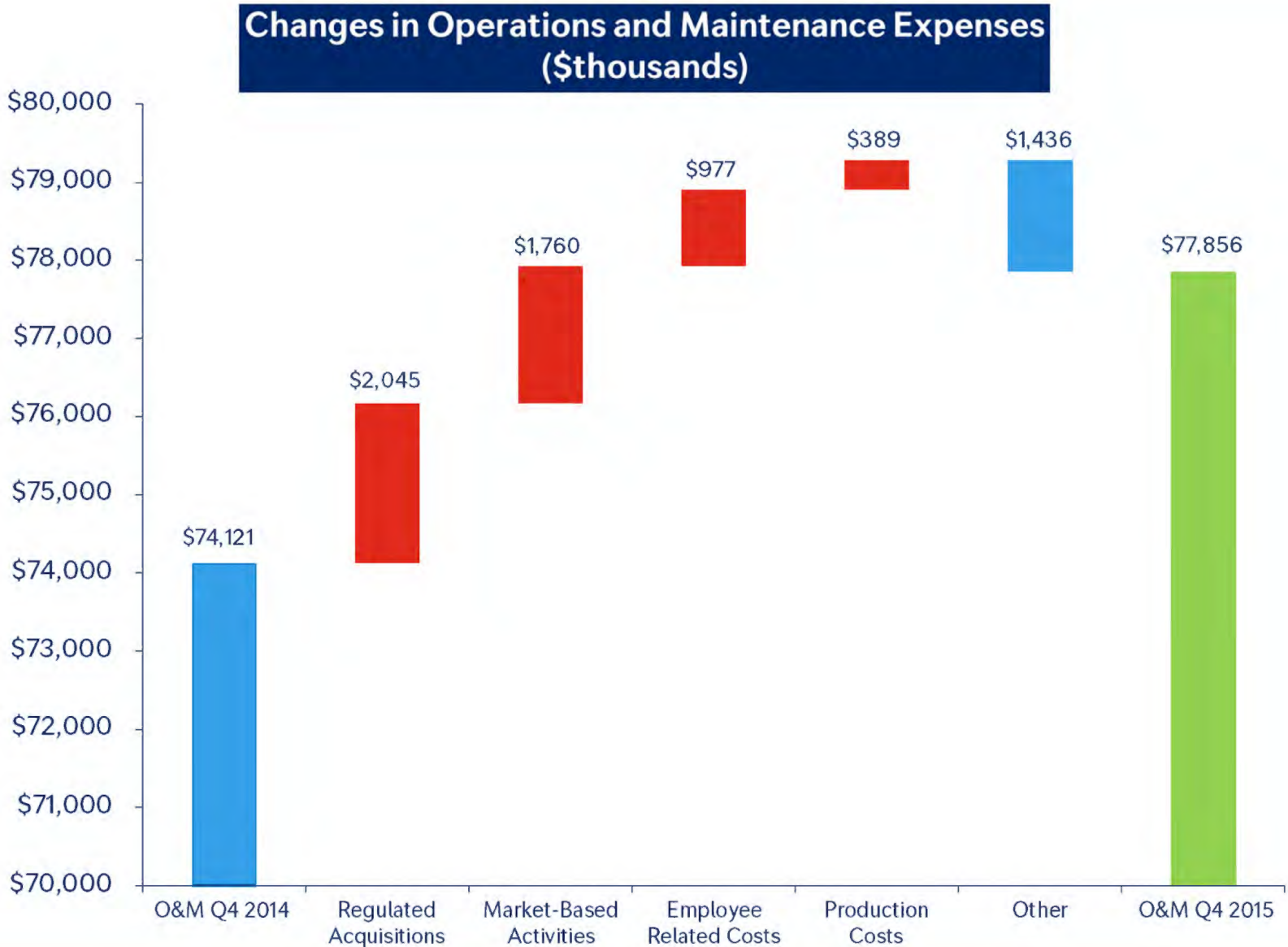
Operating Revenues

Q4 2015 vs. Q4 2014



Operations & Maintenance Expenses

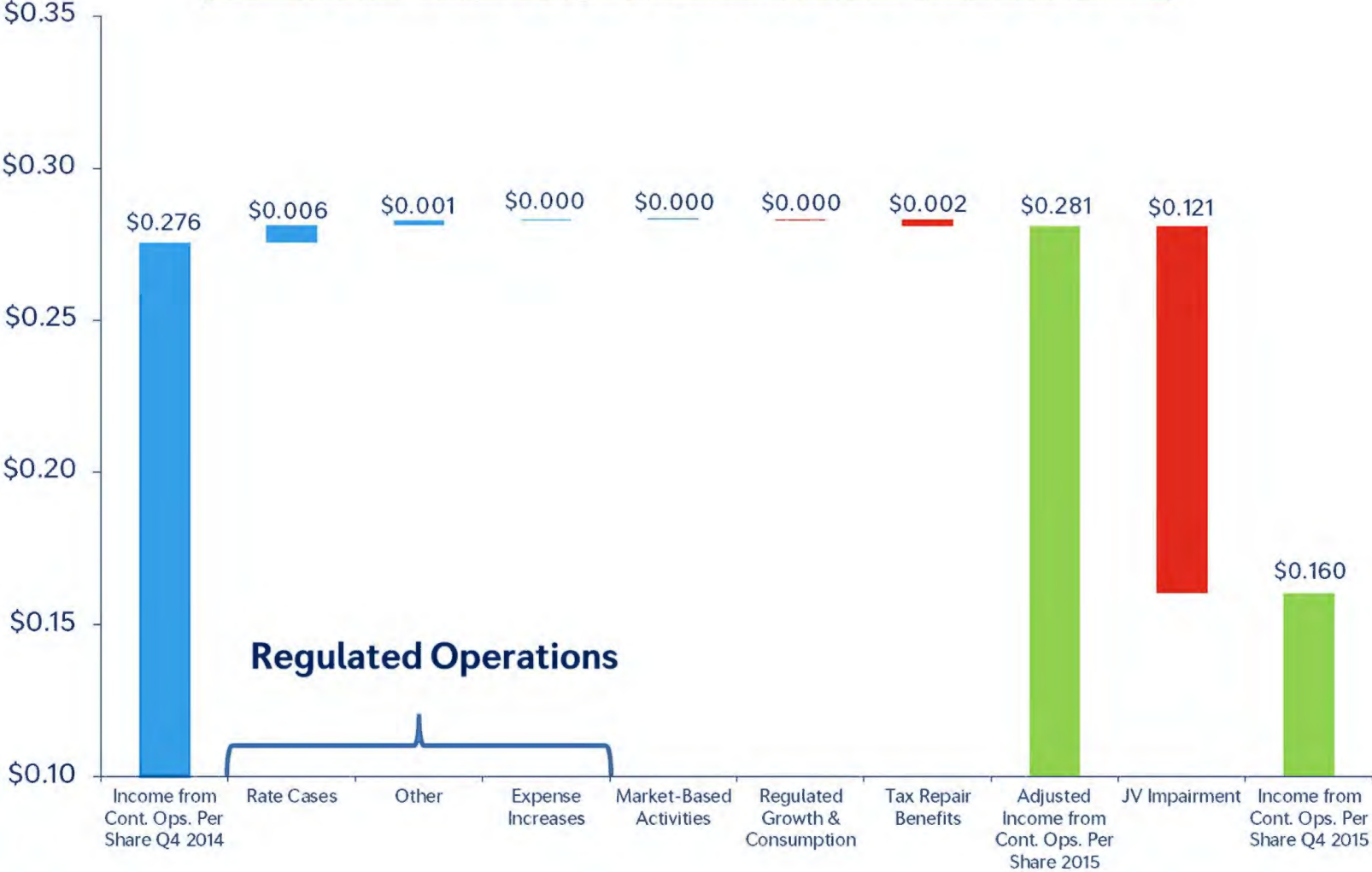
Q4 2015 vs. Q4 2014



Income from Continuing Operations per Share

Q4 2015 vs. Q4 2014

Changes in Income from Continuing Operations Per Share



Rates and Infrastructure Surcharges Completed

Rates or Surcharges Received in 2015			
State	Docket Number	Type	Awarded Annualized Revenue Increase (\$thousands)
Illinois	15-0201	Surcharges (w/ww)	\$242
	14-0419	Rate Case (w)	1,841
New Jersey	WR14010019 (semi-annual)	Surcharge (w)	1,815
North Carolina	W-218-Sub-363A	Surcharges (w/ww)	311
Ohio	Ordinance # 22-2013	Rate Case (w)	730
	Ordinance # 14-041	Rate Case (w)	587
Pennsylvania	15-863-WW-SIC	Surcharges (w)	2,487
	15-864-WS-SIC	Surcharges (ww)	109
	P-2013-2366873	Surcharge (ww)	259
Texas ¹	2012-1058-UCR	Rate Case (w)	189
		Total	\$8,570

1. This is step three of a phased-in rate case docket

Rates and Surcharges differentiated by water (w) and wastewater (ww) systems

Rates and Infrastructure Surcharges Completed

as-of February 23, 2016

Rates or Surcharges Received in 2016			
State	Docket Number	Type	Awarded Annualized Revenue Increase (\$thousands)
Illinois	N/A	Surcharge (w)	\$600
North Carolina	W-215-Sub-363A	Surcharges (w/ww)	604
Ohio	Ordinance # 22-2013	Rate Case (w)	777
	Ordinance # 14-041	Rate Case (w)	598
Texas	2012-1058-UCR	Rate Case (w)	225
Virginia ¹	PUE-2014-00045	Rate Case (w/ww)	1,490
		Total	\$4,294

1. Including \$1.1 million of revenues recognized under interim rates during 2015

Rates and Surcharges differentiated by water (w) and wastewater (ww) systems

Rates Pending

as-of February 23, 2016

Rates for 2016			
State	Docket Number	Type	Requested Annualized Revenue Increase (\$thousands)
New Jersey	WR16010089	Rate Case (w)	\$2,536
		Total	\$2,536

Rates differentiated by water (w) and wastewater (ww) systems

State by State Comparison

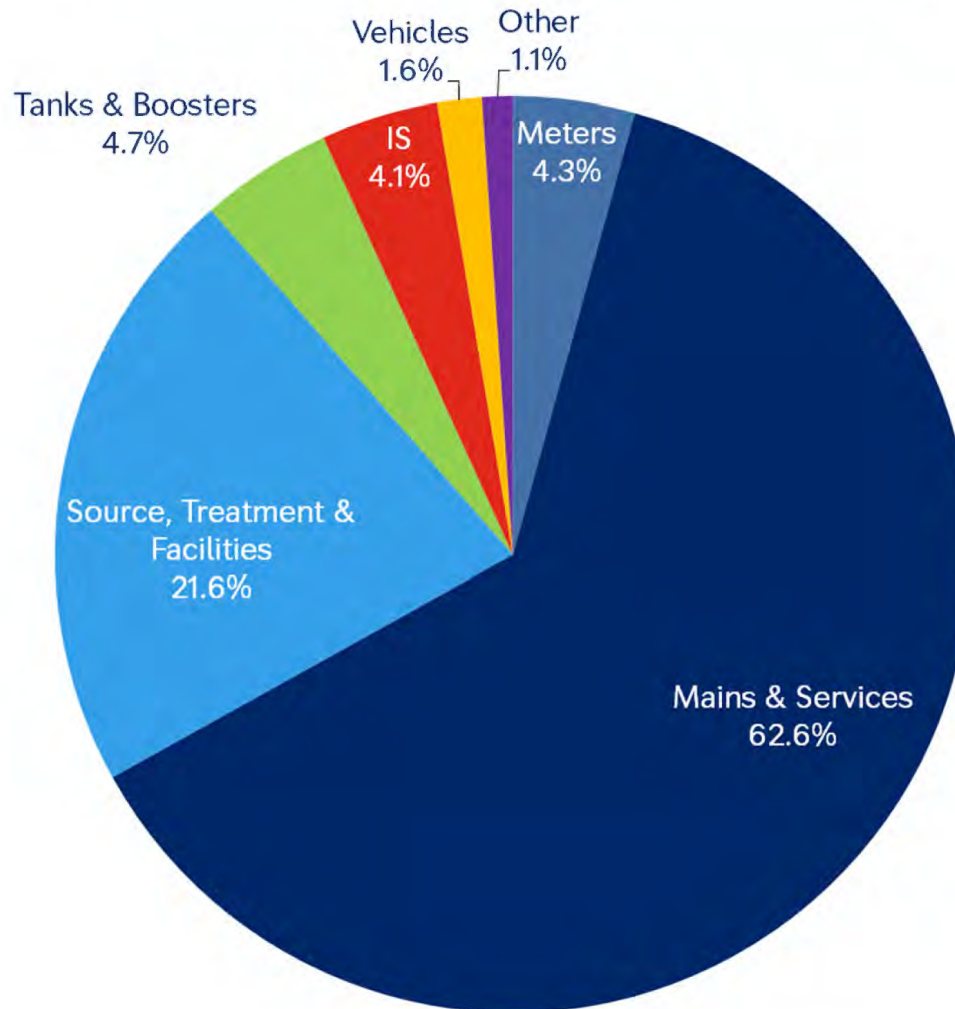
as-of Dec. 31, 2015

State	Rate Base (\$millions)	Water Connections	Wastewater Connections
PA	\$2,411	427,309	19,784
OH	256	143,598	6,654
IL	213	62,591	9,634
TX	193	60,473	15,809
NJ	135	52,072	5,994
NC	124	78,133	17,248
IN	73	881	24,821
VA	65	25,271	7,594
Total	\$3,470	850,328	107,538

Capital Investment Spending

Regulated Operations

2016 to 2018 Capital Investment Breakdown



3 Year Total = +\$1.1 Billion

Reconciliation of GAAP to Non-GAAP Financial Measures

Aqua America, Inc. and Subsidiaries
Reconciliation of GAAP to Non-GAAP Financial Measures
(In thousands, except per share amounts)
(A Non-GAAP, Unaudited Number)

	Quarter Ended December 31,		Year Ended December 31,	
	2015	2014	2015	2014
Income from continuing operations (GAAP financial measure)	\$ 28,434	\$ 48,954	\$201,790	\$ 213,884
Plus: joint venture impairment charge (net of taxes of \$11,542)	21,433	-	21,433	-
Adjusted income from continuing operations (Non-GAAP financial measure)	<u>\$ 49,867</u>	<u>\$ 48,954</u>	<u>\$223,223</u>	<u>\$ 213,884</u>
Income from continuing operations per common share (GAAP financial measure):				
Basic	\$ 0.16	\$ 0.28	\$ 1.14	\$ 1.21
Diluted	\$ 0.16	\$ 0.28	\$ 1.14	\$ 1.20
Adjusted income from continuing operations per common share (Non-GAAP financial measure):				
Basic	\$ 0.28	\$ 0.28	\$ 1.26	\$ 1.21
Diluted	\$ 0.28	\$ 0.28	\$ 1.26	\$ 1.20
Average common shares outstanding:				
Basic	<u>176,480</u>	<u>176,660</u>	<u>176,788</u>	<u>176,864</u>
Diluted	<u>177,261</u>	<u>177,651</u>	<u>177,517</u>	<u>177,763</u>



2015 Second Quarter Earnings Call

August 5, 2015

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Forward Looking Statements

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Non-GAAP Reconciliation

For reconciliation of non-GAAP financial measures, see the Investor Relations section of the company's Web site at www.aquaamerica.com

Today's Participants



Nicholas DeBenedictis
Chairman



Christopher Franklin
Chief Executive Officer



David Smeltzer
EVP and Chief Financial Officer



Brian Dingerdissen
Director of Investor Relations

Introduction



Nicholas DeBenedictis
Chairman

Topics for Today's Call

Second Quarter 2015 Highlights

CEO Commentary and Outlook

Update on Regulated Operations

Summary of Financial Results

2015 Guidance

Second Quarter 2015 Highlights

8 Acquisitions Closed Year-to-Date

- 3 municipal
- 5 private
- Combined with organic growth, represents 1.2% increase to overall customer-base

Quarterly Cash Dividend of \$0.178

- Increase of \$0.013, or 7.9%
- 25th dividend increase in 24 years

Diluted Earnings Per Share Continuing Operations



Operating Revenue in Millions



Dividend History

- 7.9% increase to annualized dividend rate of \$0.712 effective 9/1/2015



- 25th increase in 24 years
- 70 Consecutive Years of Dividends

Source: Aqua Annual Reports

CEO Commentary and Outlook



Christopher Franklin
Chief Executive Officer

Aqua America's Senior Management Team



Christopher Franklin
CEO

David Smeltzer
CFO



Richard Fox
COO



Christopher Luning
General Counsel



Daniel Schuller
EVP of Strategy and
Corporate Development



Sustainability: The Foundation of Success

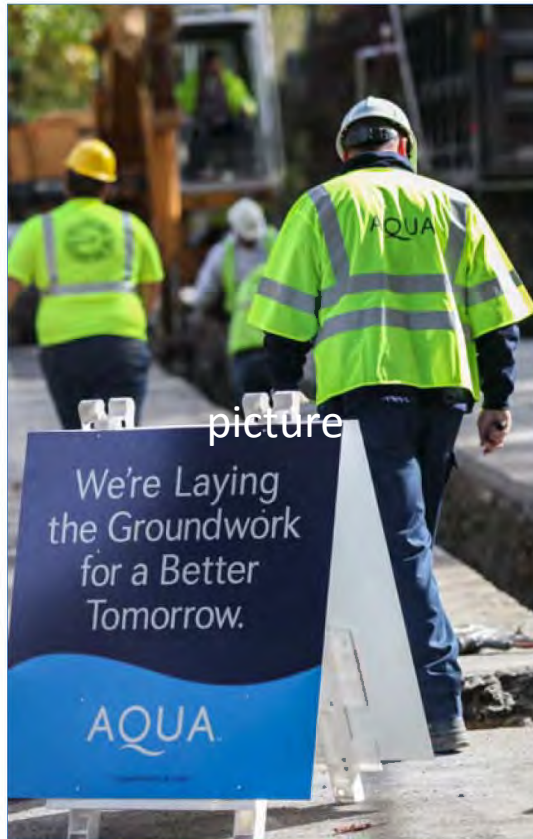


Aqua's Growth Platform

Capital Investment

Acquisitions and Organic Customer Growth

Market-Based Opportunities



Update on Regulated Operations

Capital Investments

- \$150 million invested as of June 30, 2015

Rate Activity

- Year-to-date completed rate cases and infrastructure surcharges projected to provide \$5.2 million

Customer Growth

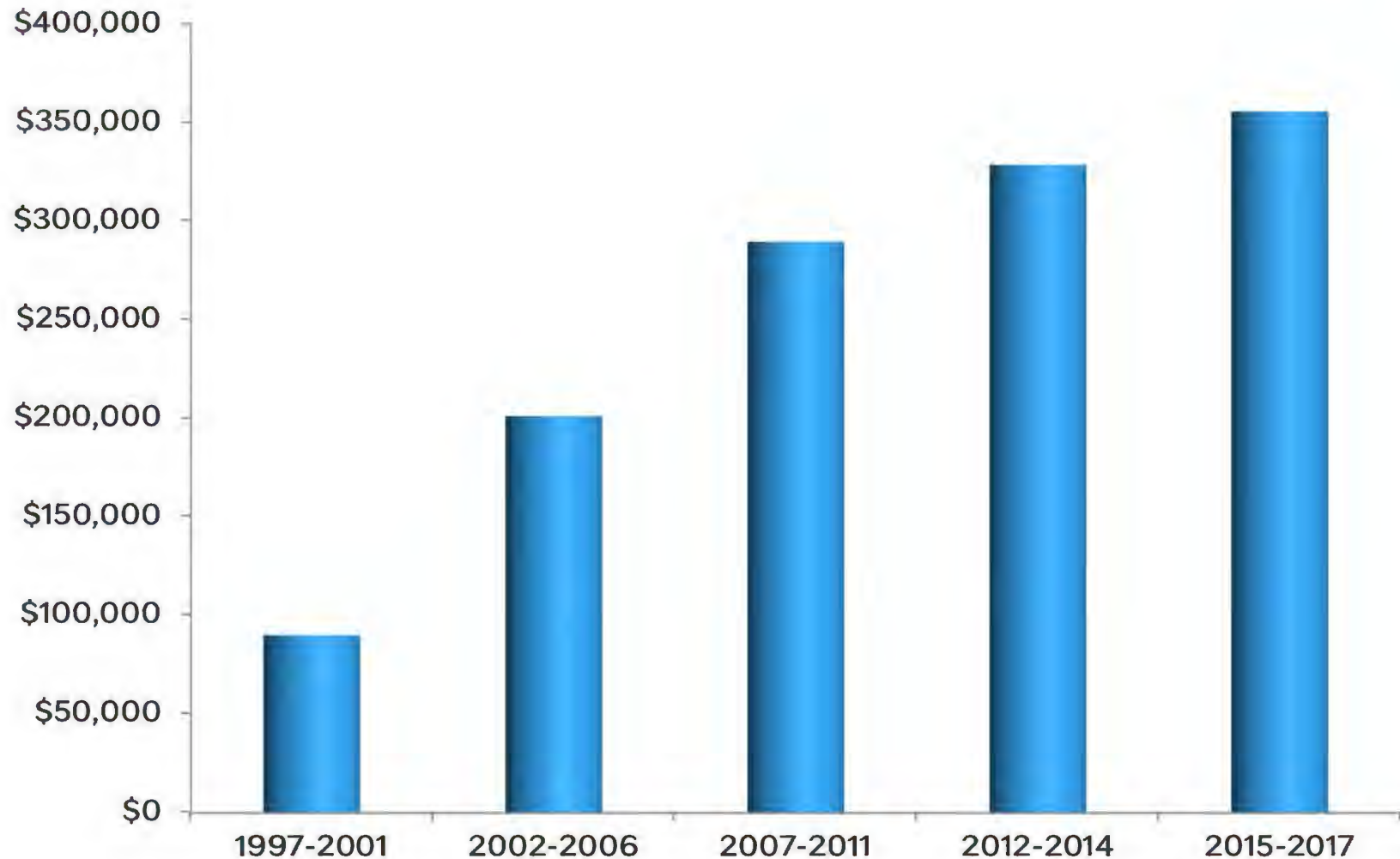
- 8 acquisitions closed year-to-date
 - 6 water and 2 wastewater acquisitions

Controlling Operational Expenses

- 34.2 percent adjusted regulated segment efficiency ratio as of June 30, 2015 (trailing twelve-months)

Average Annual Capital Investment

Building for the Future (Thousands)



\$1 Billion Planned for Next 3 Years

2015 Rate Activity

Year-to-Date

Completed Rate Cases and Infrastructure Surcharges

- Base rate cases or infrastructure surcharges completed in PA (wastewater), NJ, IL, NC, OH, and TX
- \$5.2 million in additional annualized revenue

Pending Rate Cases and Infrastructure Surcharges

- \$4.3 million in annualized revenue increases requested

*Additional rate activity information provided in Appendix

Acquisitions Year to Date

System	Date Closed	Water Customers	Wastewater Customers	Total Customers
North Maine Utilities, IL	4/30/2015	4,716	2,693	7,409
Wintergreen, VA	7/1/2015	383	153	536
Mount Jewett, PA	5/6/2015	443	-	443
Venter Heights, VA	2/5/2015	136	-	136
Seaview Harbor, NJ	4/16/2015	94	-	94
Mountain Ridge, NC	8/3/2015	33	-	33
Total		5,805	2,846	8,651







- 6 water and 2 wastewater acquisitions year-to-date
- 5 private and 3 municipal for an increase of 8,651 customers



Summary of Financial Results









David Smeltzer
EVP and Chief Financial Officer



2015 Second Quarter Financial Results

In millions except per share	Q2'14		Q2'15	Variance
Revenue	\$195.3		\$205.8	5.4%
Operations and Maintenance	\$70.4		\$79.7	13.3%
Net Income	\$55.6		\$57.4	3.3%
EPS	\$0.31		\$0.32	3.2%
Income from Continuing Operations	\$54.8		\$57.4	4.7%
Income from Continuing Operations per Share	\$0.31		\$0.32	3.2%

 Unfavorable Change
 Favorable Change

2015 Year to Date Financial Results

In millions except per share	YTD 2014		YTD 2015	Variance
Revenue	\$378.0		\$396.1	4.8%
Operations and Maintenance	\$142.1		\$152.9	7.6%
Net Income	\$98.4		\$105.9	7.6%
EPS	\$0.55		\$0.60	9.1%
Income from Continuing Operations	\$97.2		\$105.9	9.0%
Income from Continuing Operations per Share	\$0.55		\$0.60	9.1%

 Unfavorable Change
 Favorable Change

2015 Guidance



Christopher Franklin
Chief Executive Officer

2015 Guidance

Earnings

- Full-year earnings per share between \$1.25 – \$1.27

Customer Growth

- Complete 15 – 20 acquisitions
- 1.5 – 2.0% year-over-year customer growth

Capex

- \$325 Million in 2015; \$1 Billion over next 3 years
- Ongoing rate base growth of 6 – 7%

Market-Based Activities

- 2015 revenue to increase to \$30 million

Operations and Maintenance Expense

- Same-store O&M estimated to grow between 2 – 4% for full year



Questions



Appendix

Rates and Infrastructure Surcharges Completed

Rates or Surcharges Received in 2015			
State	Docket Number	Type	Awarded Annualized Revenue Increase (thousands)
Illinois	15-0201	Surcharges (w/ww)	\$ 242
	14-0419	Rate Case	\$ 1,841
New Jersey	WR14010019	Surcharge (w)	\$ 1,139
North Carolina ¹	W-218-Sub-363A	Surcharges (w/ww)	\$ 311
Ohio	Ordinance # 22-2013	Rate Case	\$ 730
	Ordinance # 14-041	Rate Case	\$ 587
Pennsylvania ²	P-2013-2366873	Surcharge (ww)	\$ 113
Texas ³	WR14010019	Rate Case	\$ 189
Total			\$ 5,152

1. The North Carolina Attorney General filed an appeal of this order to the North Carolina Supreme Court
2. The Pennsylvania wastewater infrastructure surcharge is being billed subject to refund due to an appeal underway at Commonwealth Court
3. This is step three of a phased-in rate case docket

Surcharges differentiated by water (w) and wastewater (ww) systems

Rates and Infrastructure Surcharges In Progress

Rates or Surcharges Pending Closure			
State	Docket Number	Type	Requested Annualized Revenue Increase (thousands)
Ohio	15-863-WW-SIC	Surcharges (w)	\$ 2,487
Ohio	15-864-WS-SIC	Surcharges (ww)	\$ 109
Virginia	PUE-2014-00045	Rate Case	\$ 1,707
Total			\$ 4,303

Surcharges differentiated by water (w) and wastewater (ww) systems

Reconciliation of Non-GAAP Measurements

Aqua America, Inc. and Subsidiaries

Reconciliation of GAAP to Non-GAAP financial measures for continuing operations

(in thousands of dollars)

(GAAP refers to accounting principles generally accepted in the United States)

(Unaudited)

Regulated segment - Efficiency Ratio adjusted for Purchased Water

Trailing twelve
months ended
June 30,
2015

Operating revenues (GAAP financial measure)	\$ 765,676
Purchased Water	20,524
Adjusted operating revenues (Non-GAAP financial measure)	<u>\$ 745,152</u>
Operations and maintenance expense (GAAP financial measure)	\$ 275,186
Purchased Water	20,524
Adjusted operations and maintenance expense (Non-GAAP financial measure)	<u>\$ 254,662</u>
Regulated segment efficiency ratio (GAAP financial measure)	35.9%
Regulated segment efficiency ratio adjusted for Purchased Water (Non-GAAP financial measure)	34.2%

Reconciliation of Non-GAAP Measurements

Reconciliation of GAAP to Non-GAAP financial measures - The Company is providing disclosure of the reconciliation of these non-GAAP financial measures to the most comparable GAAP financial measures. The Company believes that the non-GAAP financial measures provide investors the ability to measure the Company's financial operating performance by adjustment, which is more indicative of the Company's ongoing performance and is more comparable to measures reported by other companies.

Regulated segment - Efficiency Ratio is adjusted for Purchased Water. Information referring to "Purchased Water" refers to expense related to cost of water purchased from other non-affiliated utilities. This "Purchased Water" expense amount is deducted from the operating revenues amount and the operations and maintenance expense amount to calculate the efficiency ratio adjusted for Purchased Water.

These financial measures are measures of the Company's operating performance that do not comply with U.S. generally accepted accounting principles (GAAP), and are thus considered to be "non-GAAP financial measures" under applicable SEC regulations. These non-GAAP financial measures are derived from our consolidated financial information, and should only be used as a supplement to our GAAP disclosures.



2015 Third Quarter Earnings Call

November 4, 2015

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Forward Looking Statements

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Today's Participants



Christopher Franklin
President and CEO



David Smeltzer
EVP and CFO



Brian Dingerdissen
Chief of Staff

Introduction



Christopher Franklin
President and CEO

Topics for Today's Call

Third Quarter 2015 Highlights

Update on Regulated Operations

Summary of Financial Results

2015 Guidance

Analyst Day Information

Third Quarter 2015 Highlights

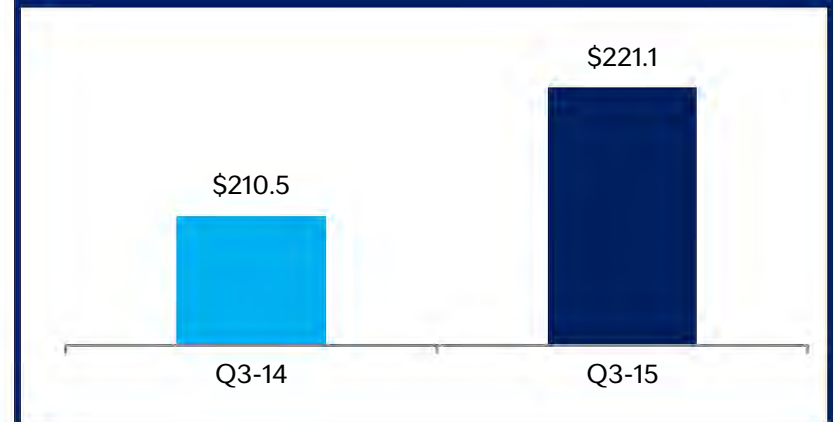
1.6% year-to-date customer growth

- 4 municipal deals closed
- 11 water systems and 3 wastewater systems

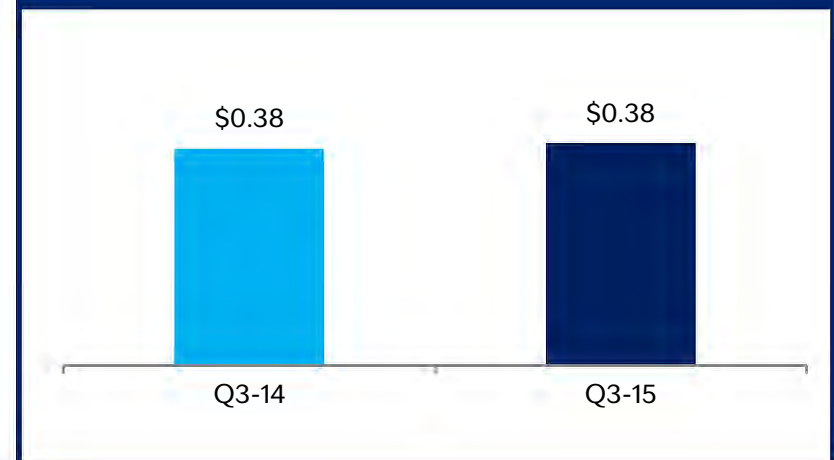
A+ S&P Corporate Credit Rating for Aqua Pennsylvania

- Standard & Poor's reiterated the longstanding Stable Outlook in September

Operating Revenue in Millions



Income From Continuing Operations per Share (Diluted)



Update on CEO Transition – First 125 Days

Goals and Initiatives

Customer Satisfaction

Growth and Corporate Development

Communication

Acquisitions Year-to-Date




System	Date Closed	Water Customers	Wastewater Customers	Total Customers
North Maine Utilities, IL	4/30/2015	4,716	2,693	7,409
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Union Hill, TX	9/2/2015	179	-	179
Venter Heights, VA	2/5/2015	136	-	136
Bunker Hill, PA	8/11/2015	66	67	133
Alamance County, NC	8/31/2015	111	-	111
Seaview Harbor, NJ	4/16/2015	94	-	94
Summerdale, IL	8/21/2015	57	-	57
Mountain Ridge, NC	8/3/2015	33	-	33
Total		6,443	2,921	9,364

Summary of Financial Results



David Smeltzer
EVP and CFO

2015 Third Quarter Financial Results

In millions except per share	Q3'14		Q3'15	Variance
Revenue	\$ 210.5		\$ 221.1	5.0%
Operations and Maintenance	\$ 72.4		\$ 78.5	8.5%
Net Income	\$ 68.0		\$ 67.4	-0.8%
EPS	\$ 0.38		\$ 0.38	0.0%
Income from Continuing Operations	\$ 67.7		\$ 67.4	-0.4%
Income from Continuing Operations per Share	\$ 0.38		\$ 0.38	0.0%









Unfavorable Change



Favorable Change

2015 Year-to-Date Financial Results

as of 9/30/2015

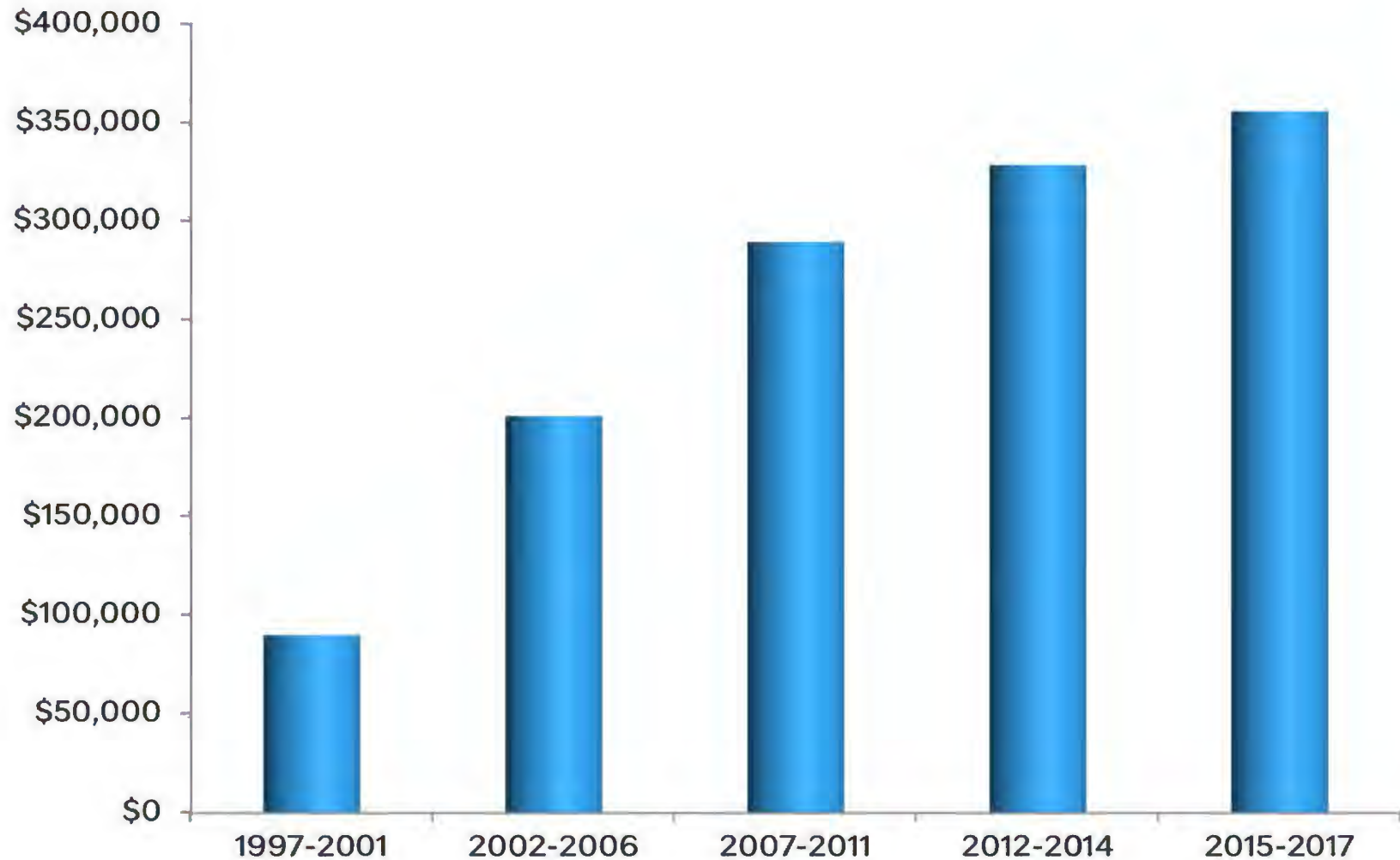
In millions except per share	YTD 2014		YTD 2015	Variance
Revenue	\$ 588.5		\$ 617.1	4.9%
Operations and Maintenance	\$ 214.4		\$ 231.5	7.9%
Net Income	\$ 166.4		\$ 173.4	4.2%
EPS	\$ 0.94		\$ 0.98	4.3%
Income from Continuing Operations	\$ 164.9		\$ 173.4	5.1%
Income from Continuing Operations per Share	\$ 0.93		\$ 0.98	5.4%

 Unfavorable Change

 Favorable Change

Average Annual Capital Investment

Building for the Future (Thousands)



\$1 Billion Planned for Next 3 Years

2015 Rate Activity

Year-to-Date

Completed Rate Cases and Infrastructure Surcharges

- Base rate cases or infrastructure surcharges completed in NJ, IL, NC, OH, TX and PA (wastewater)
- \$7.7 million in additional annualized revenue

Pending Rate Cases and Infrastructure Surcharges

- \$2.4 million in annualized revenue increases requested in NJ and VA

*Additional rate activity information provided in Appendix

2015 Guidance



Christopher Franklin
President and CEO

2015 Guidance

Earnings

- Full-year earnings per share between \$1.25 – \$1.27

Customer Growth

- 1.7 – 2.0% year-over-year customer growth

Capex

- \$325 Million in 2015; \$1 Billion over next 3 years
- Ongoing rate base growth of 6 – 7%

Market-Based Activities

- 2015 revenue to increase to more than \$30 million

Operations and Maintenance Expense

- Same-system O&M expense increase of 1 – 3%

2016 Analyst Day

Event Details

- Date: Thursday, January 14, 2016
- Location: The New York Stock Exchange
- Live webcast will be available



Questions



Appendix

Rates and Infrastructure Surcharges Completed

Rates or Surcharges Received in 2015			
State	Docket Number	Type	Awarded Annualized Revenue Increase (thousands)
Illinois	15-0201	Surcharges (w/ww)	\$ 242
	14-0419	Rate Case	\$ 1,841
New Jersey	WR14010019	Surcharge (w)	\$ 1,139
North Carolina	W-218-Sub-363A	Surcharges (w/ww)	\$ 311
	Ordinance # 22-2013	Rate Case	\$ 730
Ohio	Ordinance # 14-041	Rate Case	\$ 587
	15-863-WW-SIC	Surcharges (w)	\$ 2,487
	15-864-WS-SIC	Surcharges (ww)	\$ 109
Pennsylvania ¹	P-2013-2366873	Surcharge (ww)	\$ 113
Texas ²	2012-1058-UCR	Rate Case	\$ 189
Total			\$ 7,748

1. The Pennsylvania wastewater infrastructure surcharge is being billed subject to refund due to an appeal underway at Commonwealth Court
2. This is step three of a phased-in rate case docket

Surcharges differentiated by water (w) and wastewater (ww) systems

Rates and Infrastructure Surcharges In Progress

Rates or Surcharges Pending Closure			
State	Docket Number	Type	Requested Annualized Revenue Increase (thousands)
New Jersey	WR14010019	Surcharges (w)	\$ 676
Virginia	PUE-2014-00045	Rate Case	\$ 1,707
Total			\$ 2,383

Surcharges differentiated by water (w) and wastewater (ww) systems

Earnings Call

AQUASM

NYSE: WTR



Full-Year and Fourth Quarter 2016

February 23, 2017

Forward Looking Statement

This presentation contains in addition to historical information, forward looking statements based on assumptions made by management regarding future circumstances over which the company may have little or no control, that involve risks, uncertainties and other factors that may cause actual results to be materially different from any future results expressed or implied by such forward-looking statements. These factors include, among others, the following: general economic and business conditions; weather conditions affecting customers' water usage or the company's cost of operations; costs arising from changes in regulations; regulatory treatment of rate increase requests; changes in the valuation of our investment in our joint venture in the Marcellus shale region; availability and cost of capital; the success of growth initiatives, including pending acquisitions; the ability to generate earnings from capital investment; and other factors discussed in our Form 10-K for the fiscal year ended December 31, 2015, which is on file with the SEC. We undertake no obligation to publicly update or revise any forward-looking statement.

Non-GAAP Reconciliation

For reconciliation of non-GAAP financial measures, see the Investor Relations section of the company's Web site at www.aquaamerica.com

Today's Presenters



Christopher Franklin

President &
Chief Executive Officer



Dave Smeltzer

Executive Vice President &
Chief Financial Officer



Brian Dingerdissen

Vice President, Chief of Staff
& Investor Relations

Introduction

Christopher Franklin


President and Chief Executive Officer



AQUA[®]

NYSE: WTR

Today's Agenda

- 
- Corporate Update
 - Full-Year Highlights
 - Summary of Financial Results
 - 2017 Guidance

Corporate Update



2016 Full-Year Highlights

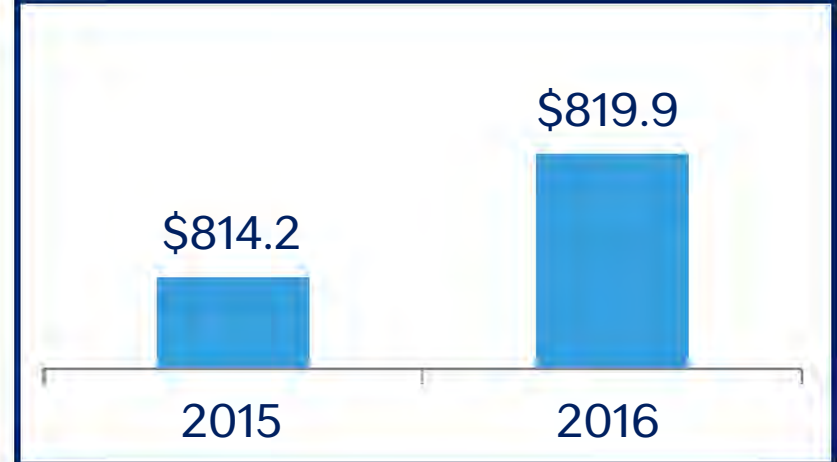
Year-to-date Customer Growth

- 15,300 additional connections from acquisitions and organic growth
- 1.6% total customer growth

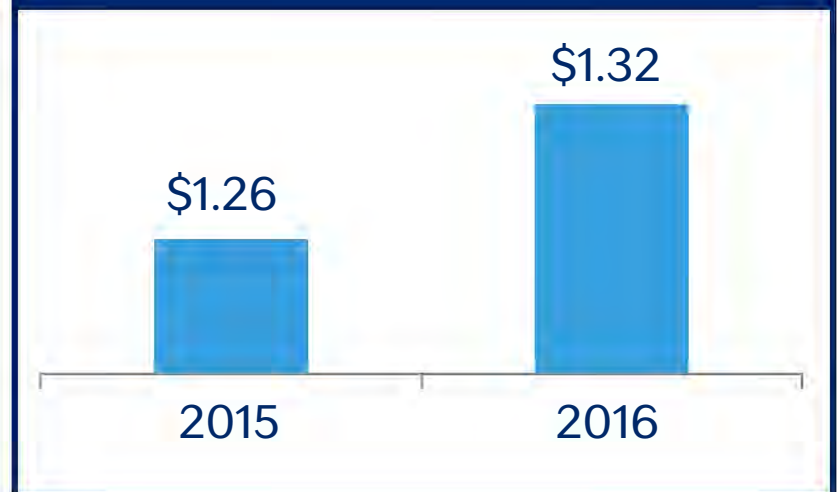
Pending Acquisition Agreements

- 4 municipal systems
- Approximately 8,800 total additional connections

Operating Revenue (\$millions)



Adjusted Income per Common Share (Non-GAAP)



2016 Acquisitions

as-of December 31, 2016

State	Acquisitions Closed	Total Customers	Total Collective Purchase Price (\$thousands)
PA	4	4,716	\$17,397
IL	5	924	\$2,322
NJ	3	222	\$1,628
IN	3	334	\$774
TX	1	210	\$50
NC	1	62	\$33
OH	1	60	\$25
VA	1	30	\$20
Total	19	6,558	\$22,248

1.6% Total Customer Growth

14% of Acquired Customers from Wastewater Systems

Pending Acquisition Activity

2017 Anticipated Closings

System	Type	Customers	Purchase Price (\$thousands)
System A	Muni	5,400	\$75,100
System B	Muni	2,100	\$29,500
System C	Muni	700	\$5,500
System D	Muni	600	\$3,600
	Total	8,800	\$113,700

Summary of Financial Results

Dave Smeltzer

Executive Vice President and Chief Financial Officer



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2016 Financial Results

	In millions except per share	FY 2015		FY 2016	Variance
Revenue		\$814.2	▲	\$819.9	0.7%
Regulated Segment Revenue		\$779.6	▲	\$800.1	2.6%
Operations and Maintenance Expense		\$309.3	▼	\$304.9	(1.4%)
Regulated Segment Operations and Maintenance Expense		\$282.9	▲	\$285.3	0.8%
Net Income		\$201.8	▲	\$234.2	16.1%
Net Income per Share		\$1.14	▲	\$1.32	15.8%
Exclude:					
Joint Venture Impairment Charge, Net of Tax		\$21.4	▼	-	
Adjusted Income (Non-GAAP)		\$223.2	▲	\$234.2	4.9%
Adjusted Income per Share (Non-GAAP)		\$1.26	▲	\$1.32	4.8%



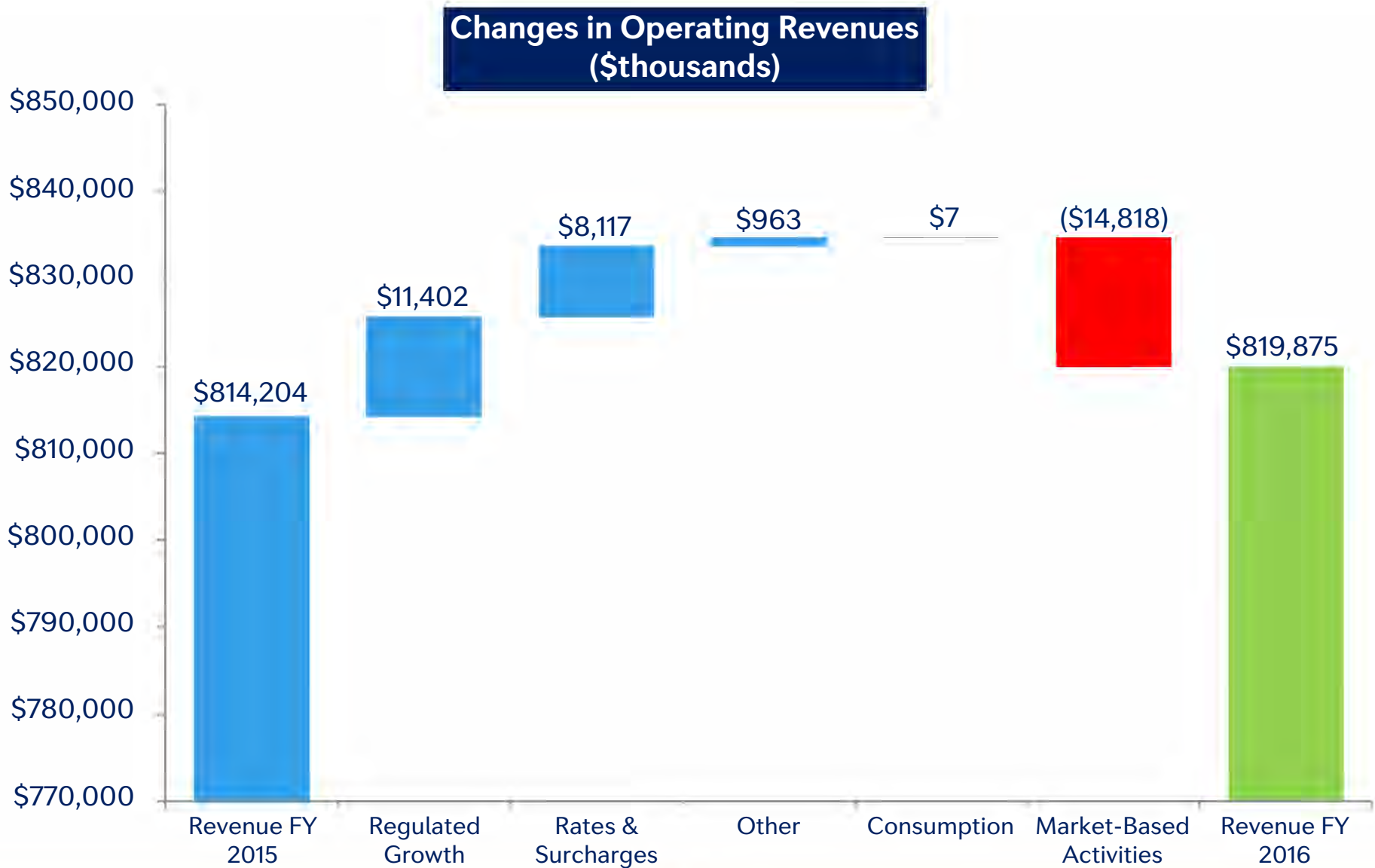
Favorable Change



Unfavorable Change

Operating Revenues

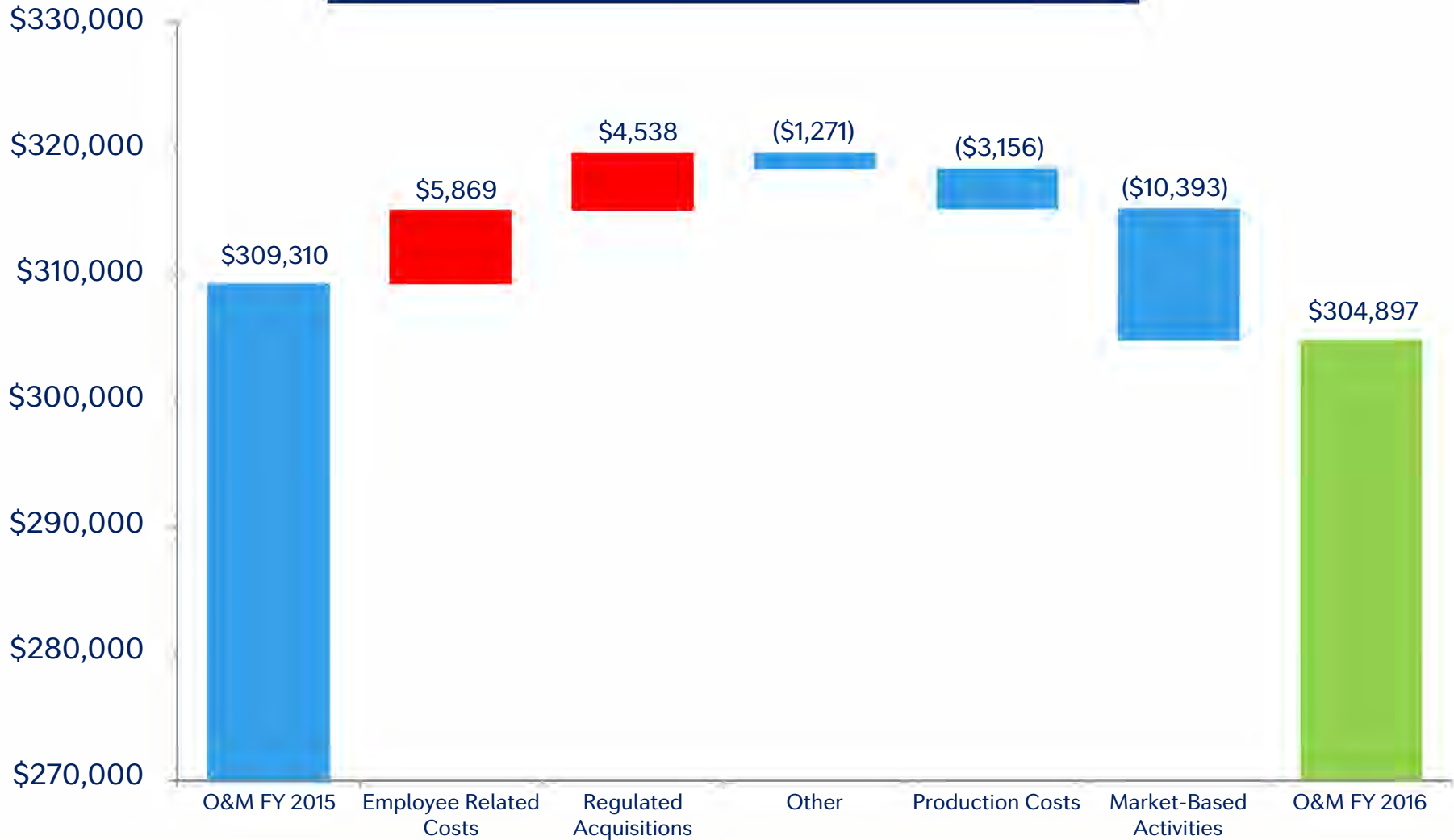
FY 2016 vs. FY 2015



Operations & Maintenance Expenses

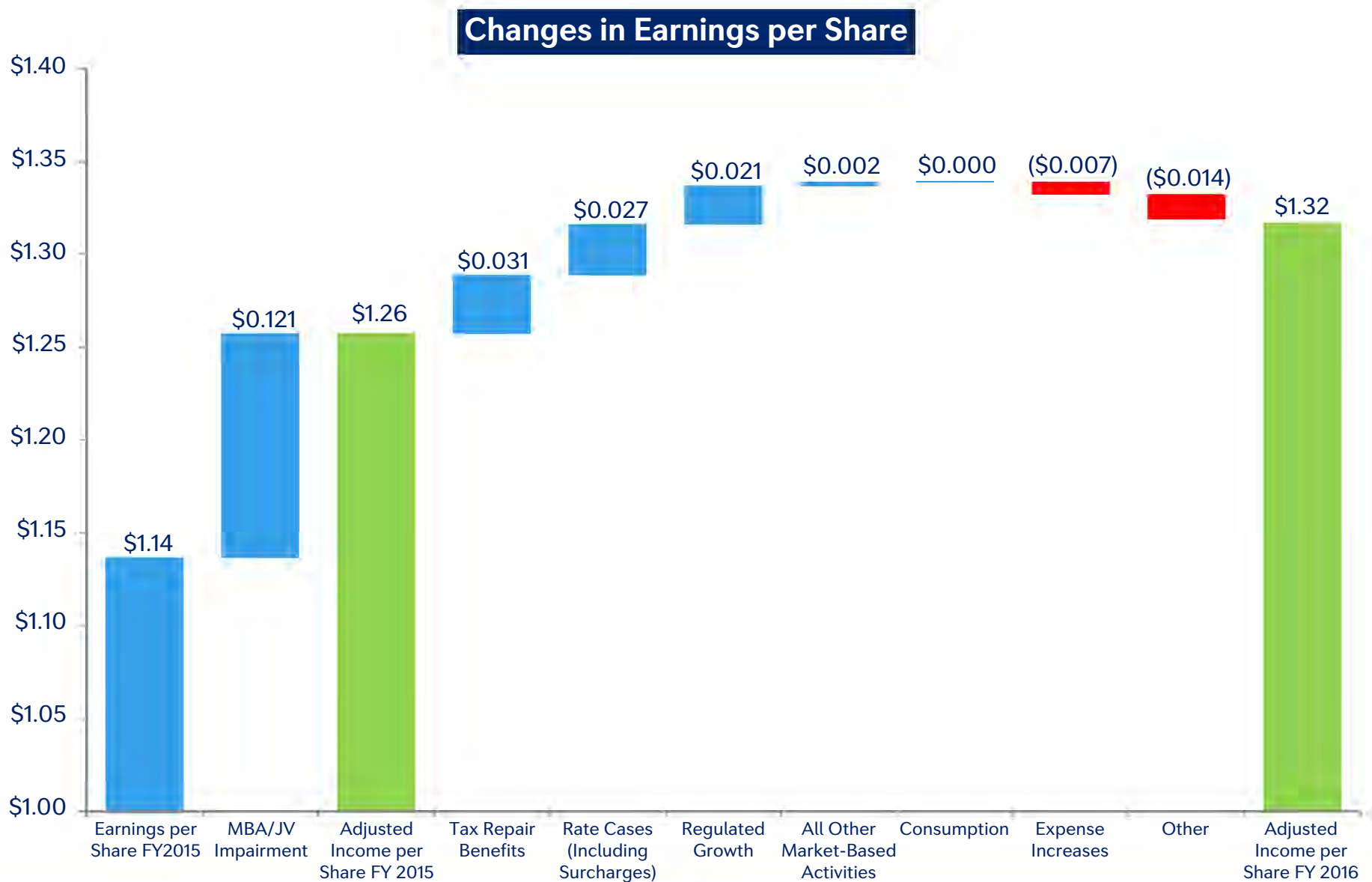
FY 2016 vs. FY 2015

Changes in Operations and Maintenance Expenses (\$thousands)



Earnings per Common Share

FY 2016 vs. FY 2015



Rate Activity

2016 Completed Rate Cases and Infrastructure Surcharges

- Base rate cases or infrastructure surcharges completed in NJ, IL, NC, OH, TX and VA
- \$5.6 million in additional annualized revenue

2017 Completed Rate Cases and Infrastructure Surcharges

- Base rate cases or infrastructure surcharges completed in IN, NC and OH
- \$3.7 million in additional annualized revenue

2017 Pending Rate Case

- Base rate case in OH with requested annualized revenue increase of \$5.6 million

*Additional rate activity information provided in Appendix

2017

Christopher Franklin

President and Chief Executive Officer



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Future Opportunities



2017 Guidance

Earnings

- Full-year earnings per share between \$1.34 – \$1.39

Operations and Maintenance Expense

- Same-system O&M increase of 1 – 2% for full year

Capex

- More than \$450 million
- More than \$1.2 billion through 2019
- Rate base growth of approximately 6 – 7%

Rate Activity

- Aqua PA expected to file infrastructure investment charge in 2017
- Pennsylvania rate case filing likely in 2018, with resolution expected in 2019

Customer Growth

- 1.5 – 2% year-over-year customer growth

Q&A Session



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Thank You for Attending Aqua America's 2016 Full-year and Fourth Quarter Earnings Call

2017 First Quarter Earnings
Conference Call and Webcast
Thursday, May 4, 2017

For more information contact:
Brian Dingerdissen
Vice President, Chief of Staff and Investor Relations
610.645.1191

Appendix





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2016 Fourth Quarter Financial Results

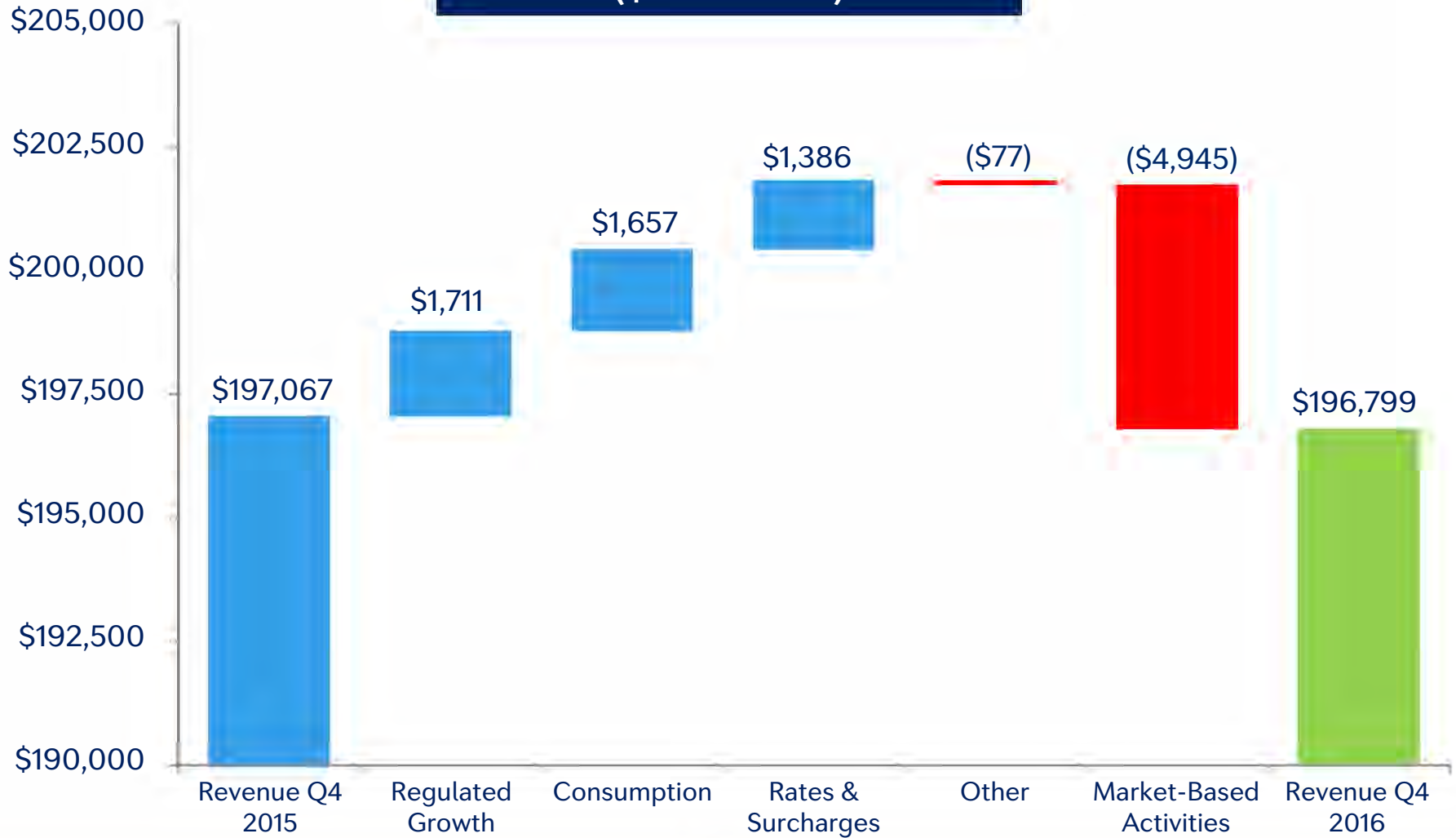
	In millions except per share	Q4'15	Q4'16	Variance
Revenue		\$197.1	▼ \$196.8	(-0.1%)
Regulated Segment Revenue		\$189.1	▲ \$193.8	2.5%
Operations and Maintenance Expense		\$77.9	▼ \$77.6	(-0.4%)
Regulated Segment Operations and Maintenance Expense		\$72.2	▲ \$75.3	4.3%
Net Income		\$28.4	▲ \$49.6	74.6%
Net Income per Share		\$0.16	▲ \$0.28	75.0%
Exclude:				
Joint Venture Impairment Charge, Net of Tax		\$21.4	▼ -	-
Adjusted Income (Non-GAAP)		\$49.9	▼ \$49.6	(0.4%)
Adjusted Income per Share (Non-GAAP)		\$0.28	\$0.28	-

 Favorable Change
 Unfavorable Change

Operating Revenues

Q4 2016 vs. Q4 2015

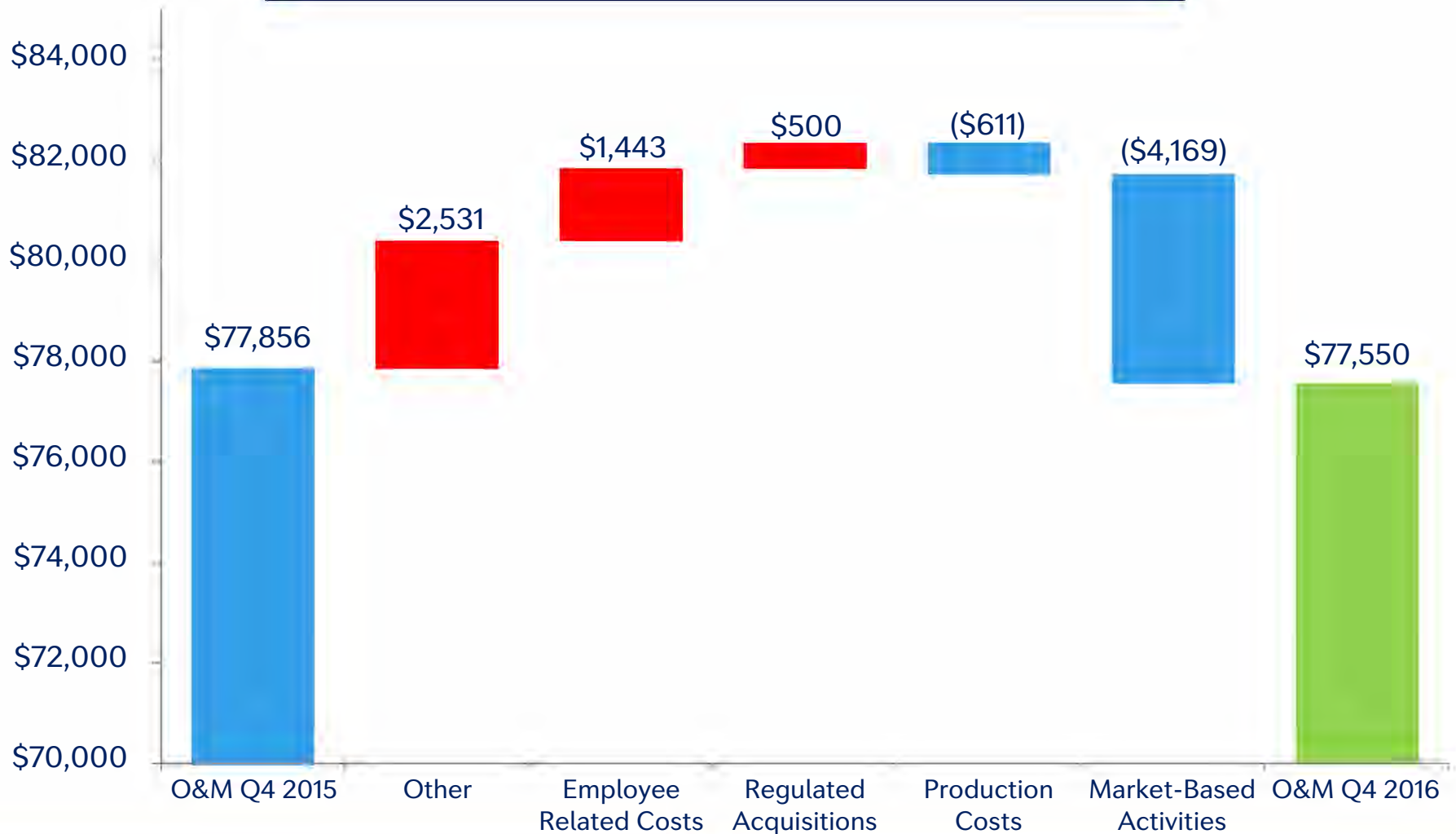
Changes in Operating Revenues (\$thousands)



Operations & Maintenance Expenses

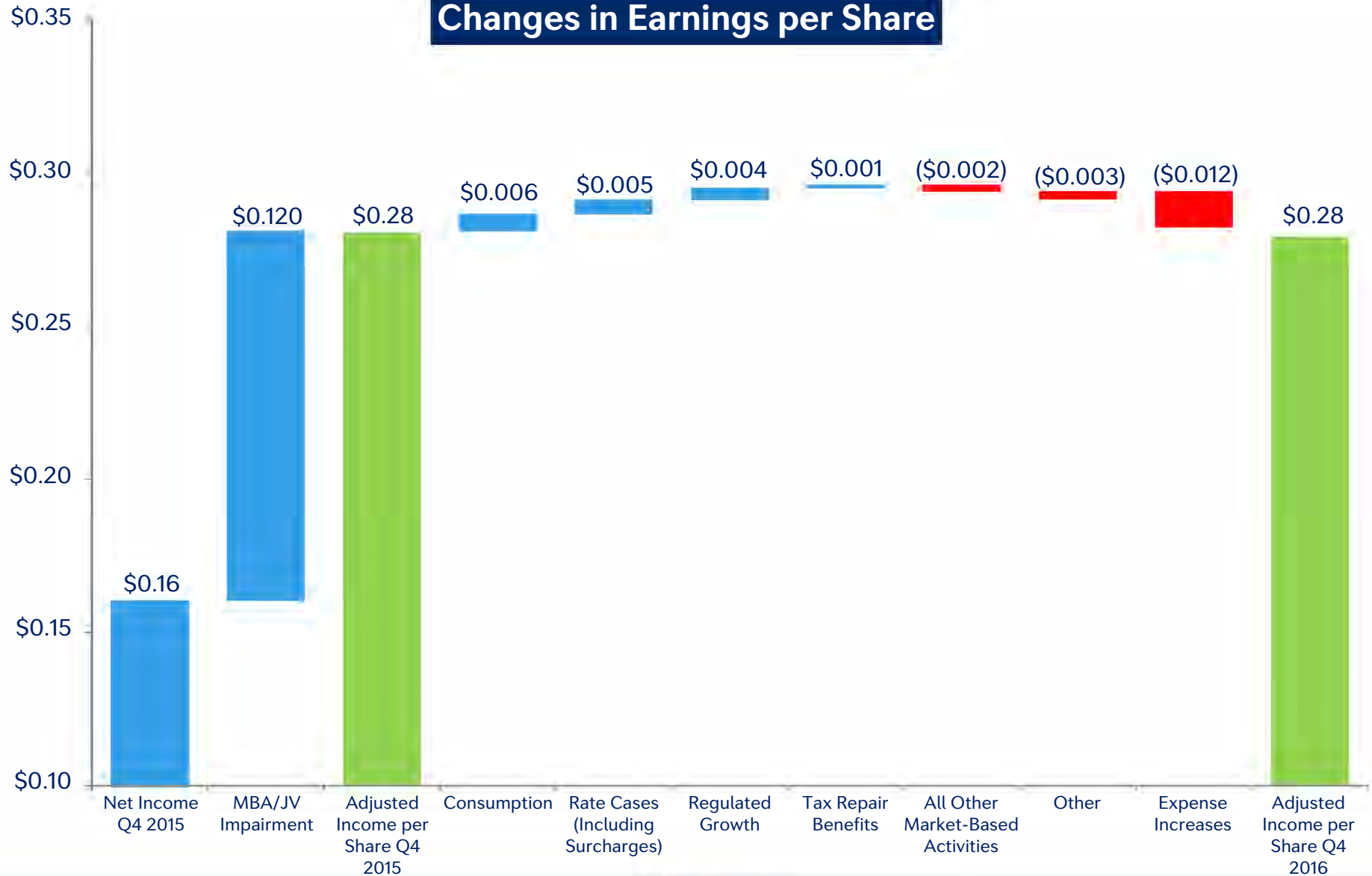
Q4 2016 vs. Q4 2015

Changes in Operations and Maintenance Expenses (\$thousands)



Earnings per Common Share

Q4 2016 vs. Q4 2015



Rates and Infrastructure Surcharges Completed

as-of December 31, 2016

Rates or Surcharges Received in 2016			
State	Docket Number	Type	Awarded Annualized Revenue Increase (\$thousands)
Illinois	N/A	Surcharge (w)	\$711
	15-0017	Surcharge (w/ww)	242
New Jersey	WR16010089	Rate Case (w)	200
North Carolina	W-215-Sub-363A	Surcharges (w/ww)	1,045
Ohio	Ordinance # 22-2013	Rate Case (w)	777
	Ordinance # 14-041	Rate Case (w)	598
Texas	44470	Rate Case (w)	225
Virginia ¹	PUE-2014-00045	Rate Case (w/ww)	1,490
	N/A	Rate Case (w/ww)	155
	N/A	Rate Case (w/ww)	144
		Total	\$5,587

1. Including \$1.1 million of revenues recognized under interim rates during 2015

Rates and Surcharges differentiated by water (w) and wastewater (ww) systems

Rates and Infrastructure Surcharges Completed

as-of February 22, 2017

Rates or Surcharges Received in 2017			
State	Docket Number	Type	Awarded Annualized Revenue Increase (\$thousands)
Indiana	44752	Rate Case (ww)	\$1,896
North Carolina	W-215-Sub-363A	Surcharges (w/ww)	564
Ohio	Ordinance # 145-2016	Rate Case (w)	731
	Ordinance # 16-043	Rate Case (w)	534
		Total	\$3,725

Rates and Surcharges differentiated by water (w) and wastewater (ww) systems

Rates Pending

as-of February 22, 2017

Rates Pending in 2017			
State	Docket Number	Type	Requested Annualized Revenue Increase (\$thousands)
Ohio	16-0907-WW-AIR	Rate Case (w)	5,604
		Total	\$5,604

Rates differentiated by water (w) and wastewater (ww) systems

State by State Comparison

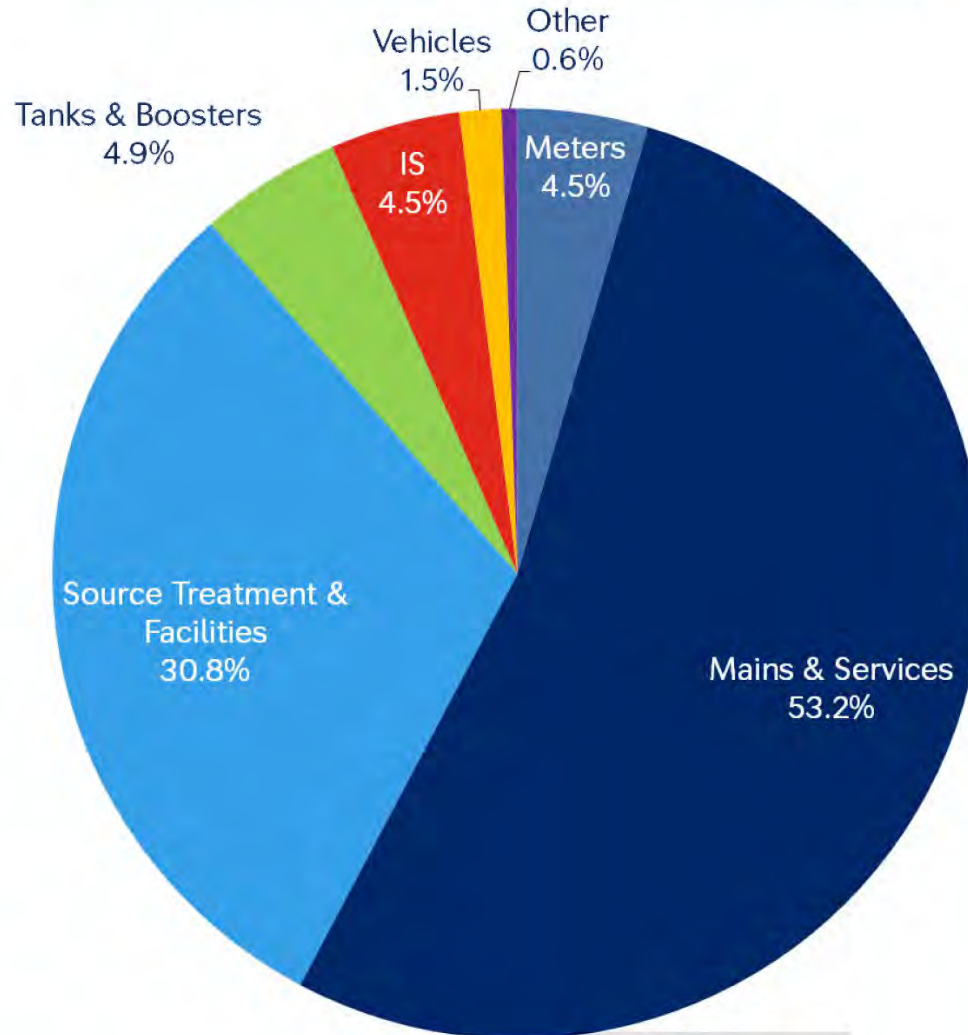
as-of Dec. 31, 2016

State	Rate Base (\$millions)	Water Connections	Wastewater Connections
PA	\$2,603	434,787	20,440
OH	271	144,308	6,693
IL	239	63,494	9,753
TX	200	61,755	16,241
NJ	150	52,590	6,049
NC	136	78,835	17,585
IN	82	899	25,661
VA	69	25,489	7,686
Total	\$3,751	862,157	110,108

Capital Investment Spending

Regulated Operations

2017 to 2019 Capital Investment Breakdown



3 Year Total = +\$1.2 Billion

Reconciliation of GAAP to Non-GAAP Financial Measures

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

	Quarter Ended		Year Ended	
	December 31, <u>2016</u>	December 31, <u>2015</u>	December 31, <u>2016</u>	December 31, <u>2015</u>
Net income (GAAP financial measure)	\$ 49,649	\$ 28,434	\$234,182	\$ 201,790
Plus: Joint venture impairment charge	-	32,975	-	32,975
Tax effect	-	(11,542)	-	(11,542)
Adjusted income (Non-GAAP financial measure)	<u>\$ 49,649</u>	<u>\$ 49,867</u>	<u>\$234,182</u>	<u>\$ 223,223</u>
Net income per common share (GAAP financial measure):				
Basic	\$ 0.28	\$ 0.16	\$ 1.32	\$ 1.14
Diluted	\$ 0.28	\$ 0.16	\$ 1.32	\$ 1.14
Adjusted income per common share (Non-GAAP financial measure):				
Basic	\$ 0.28	\$ 0.28	\$ 1.32	\$ 1.26
Diluted	\$ 0.28	\$ 0.28	\$ 1.32	\$ 1.26
Average common shares outstanding:				
Basic	<u>177,365</u>	<u>176,480</u>	<u>177,273</u>	<u>176,788</u>
Diluted	<u>177,880</u>	<u>177,261</u>	<u>177,846</u>	<u>177,517</u>

Earnings Call

AQUASM

NYSE: WTR



First Quarter 2016

May 4, 2016

Forward Looking Statement

This presentation contains in addition to historical information, forward looking statements based on assumptions made by management regarding future circumstances over which the company may have little or no control, that involve risks, uncertainties and other factors that may cause actual results to be materially different from any future results expressed or implied by such forward-looking statements. These factors include, among others, the following: general economic and business conditions; weather conditions affecting customers' water usage or the company's cost of operations; costs arising from changes in regulations; regulatory treatment of rate increase requests; changes in the valuation of our investment in our joint venture in the Marcellus shale region; availability and cost of capital; the success of growth initiatives, including pending acquisitions; the ability to generate earnings from capital investment; and other factors discussed in our Form 10-K for the fiscal year ended December 31, 2015, which is on file with the SEC. We undertake no obligation to publicly update or revise any forward-looking statement.

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Today's Presenters



Christopher Franklin
President and CEO



Dave Smeltzer
EVP, CFO



Brian Dingerdissen
Chief of Staff

Introduction

Christopher Franklin

President and Chief Executive Officer



AQUASM

NYSE: WTR

Today's Agenda

- Corporate Update
- Quarter Highlights
- Update on Regulated Operations
- Summary of Financial Results
- 2016 Guidance

Corporate Update

Fair Market Value Legislation

- Pennsylvania passed HB 1326 on April 14th

Organizational Updates

- Susan Haindl – Chief Administrative Officer
- Whitney Kellett – Chief Information Officer

Susan Haindl



Whitney Kellett



Current Market-based Activities

Decisions by Segment

Segment		Outcome
Transportation Services	→	Divest
Construction	→	Harvest
Field Services	→	Liquidate
Cross-connection	→	Liquidate
Consulting/training	→	Liquidate
O&M Limited	→	Maintain
Home Services	→	Maintain

2016 First Quarter Highlights

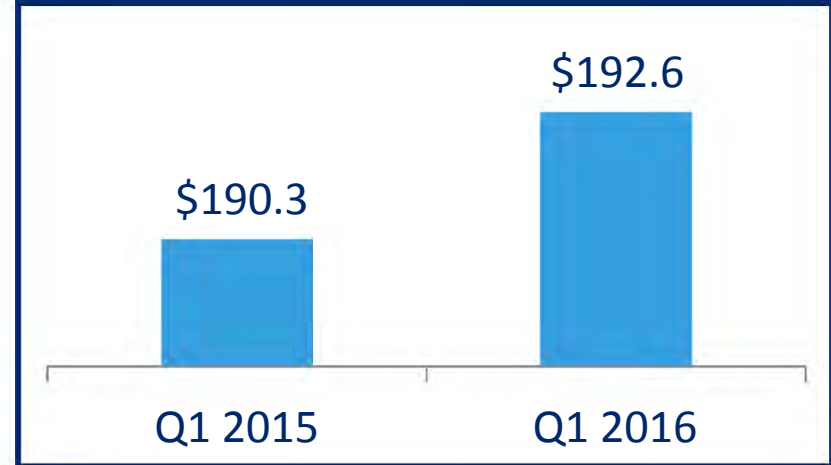
Year-to-date Customer Growth

- 5,244 additional connections from acquisitions
- 0.5% customer growth from acquisitions

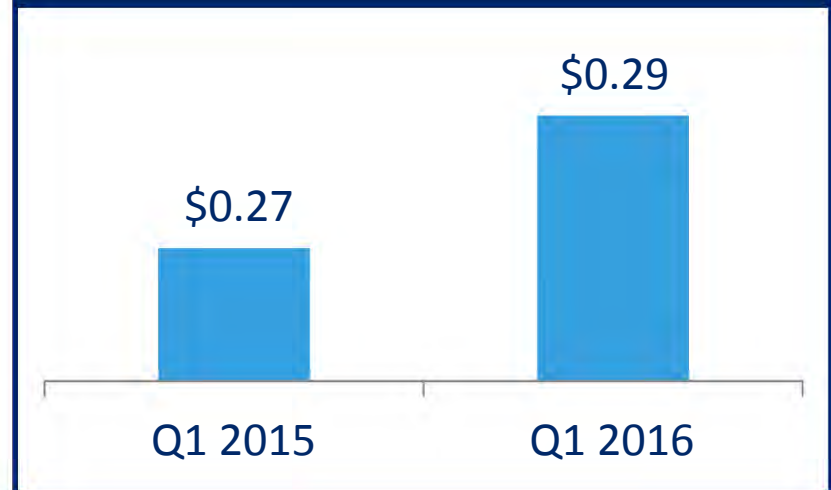
Quarterly Cash Dividend of \$0.178

- 71st year of paying a consecutive quarterly dividend
- 25th dividend increase in 24 years

Operating Revenue (\$millions)



Net Income per Common Share



2016 Acquisitions

as-of May 3, 2016

System	Date Closed	Water Customers	Wastewater Customers	Total Customers
Superior, PA	1/1/2016	4,108	-	4,108
Eastwood Manor, IL	2/23/2016	321	-	321
Crystal Clear, IL	4/19/2016	293	-	293
Nunda, IL	2/23/2016	166	-	166
Greenwood Gardens, IL	3/29/2016	72	72	144
Galena WW System, IN	1/29/2016	-	120	120
Clear Meadow, NC	3/14/2016	62	-	62
Twin Cedars, VA	4/7/2016	30	-	30
Total		5,052	192	5,244

Summary of Financial Results

Dave Smeltzer





Executive Vice President and Chief Financial Officer



AQUASM

NYSE: WTR

2016 First Quarter Financial Results

In millions except per share	Q1 2015		Q1 2016	Variance
Revenue	\$190.3		\$192.6	1.2%
Operations and Maintenance Expense	\$73.2		\$73.5	0.5%
Net Income	\$48.5		\$51.7	6.6%
Net Income per Common Share	\$0.27		\$0.29	7.4%



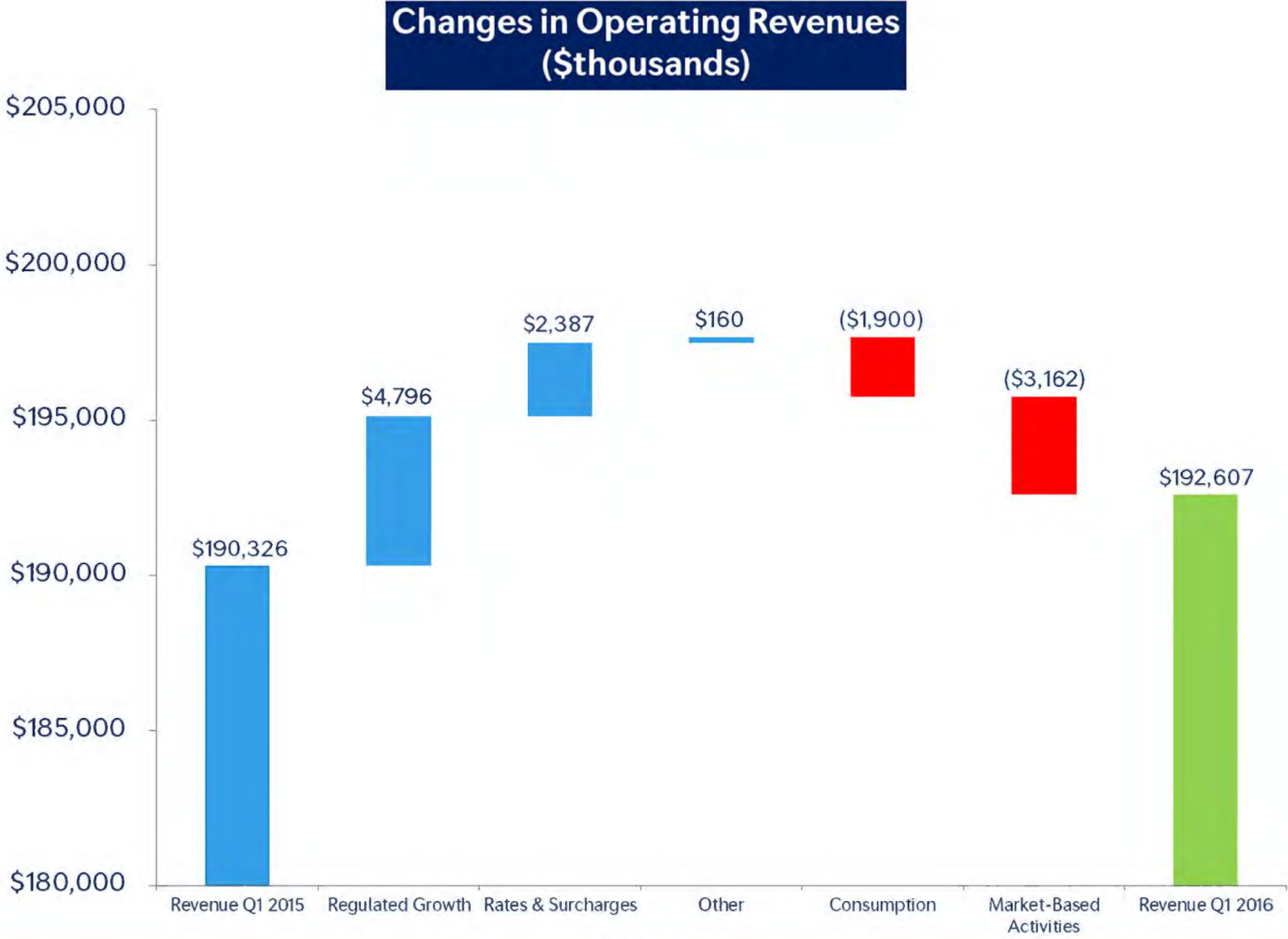
Favorable Change



Unfavorable Change

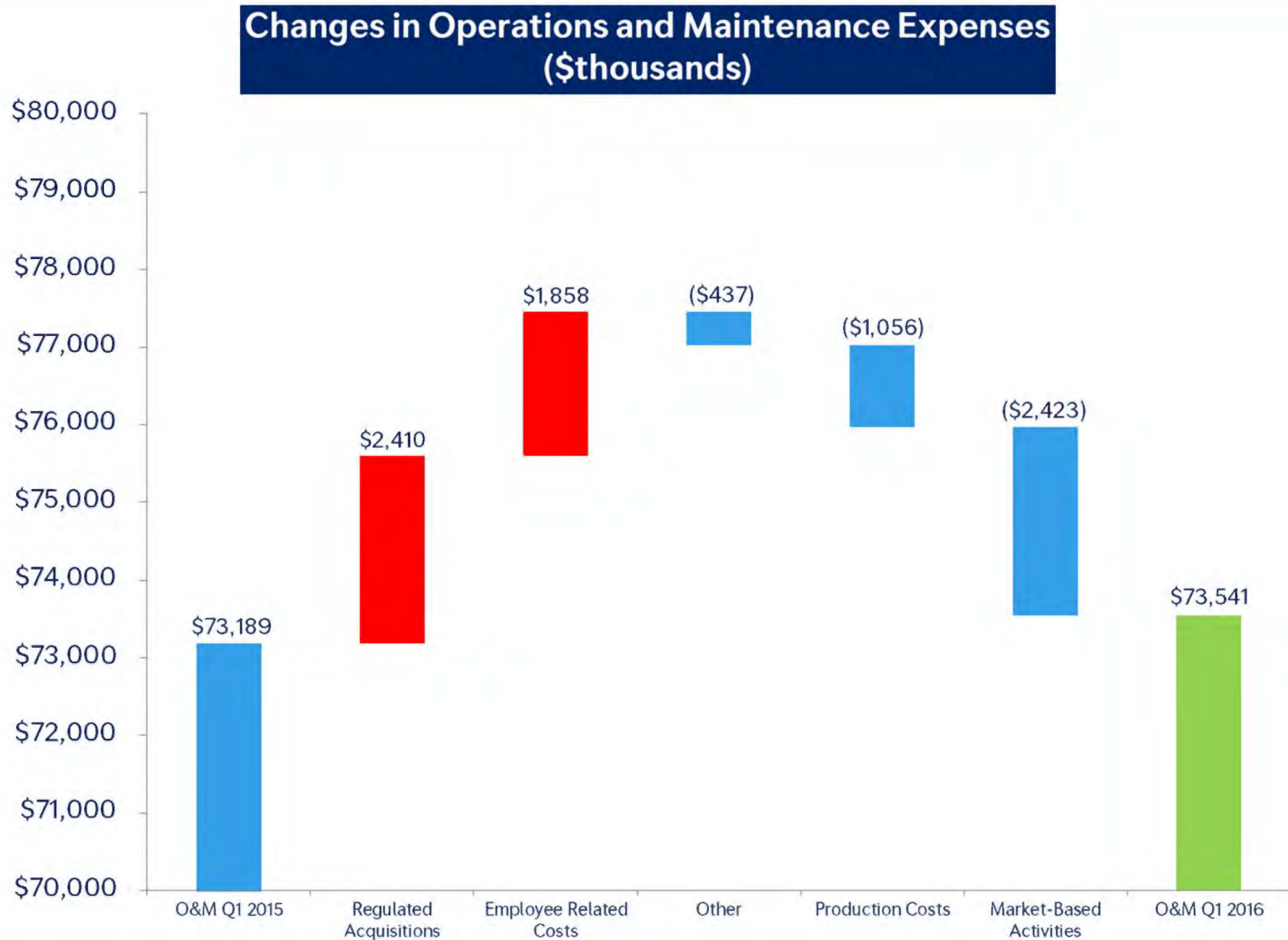
Operating Revenues

Q1 2016 vs. Q1 2015



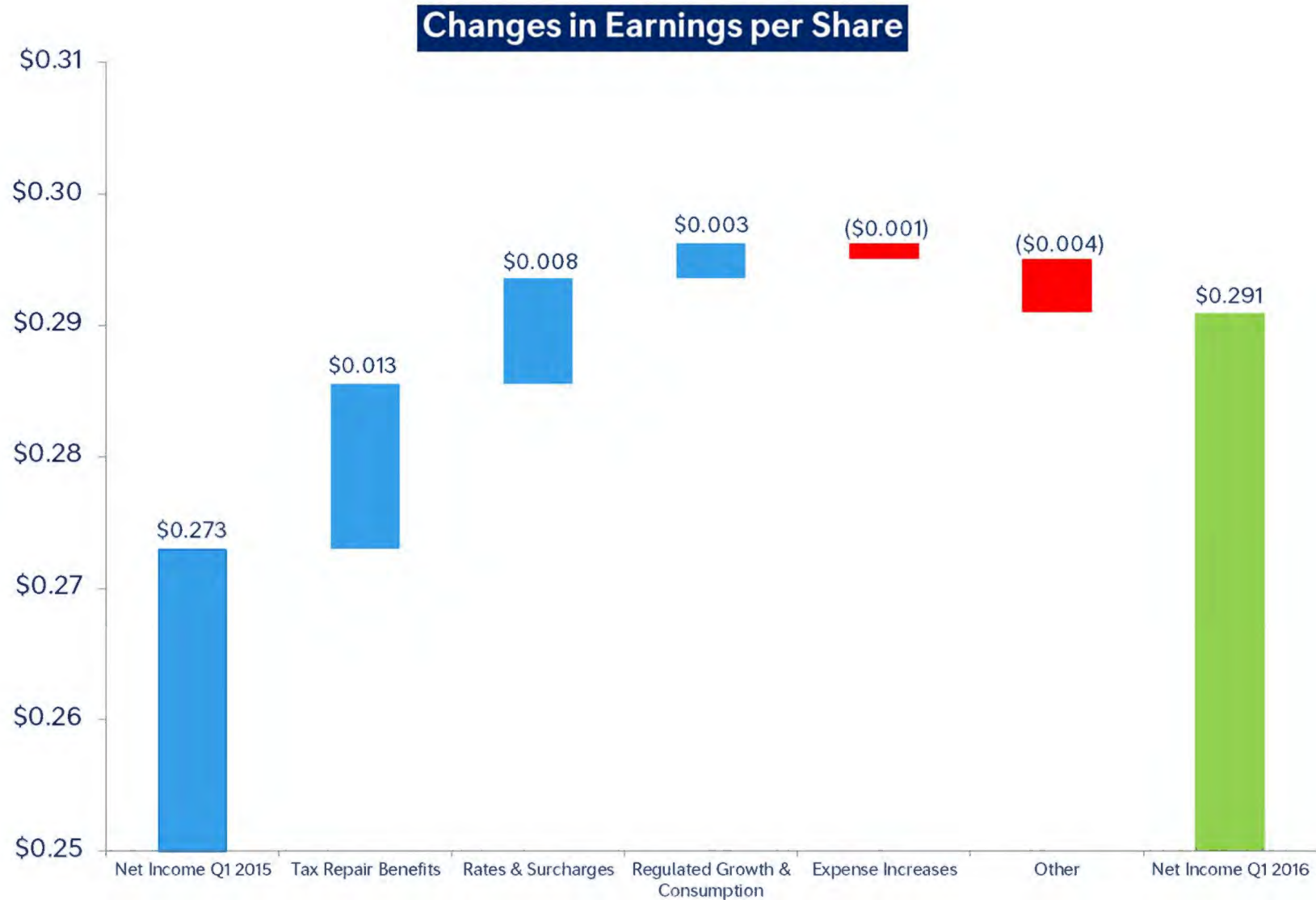
Operations & Maintenance Expenses

Q1 2016 vs. Q1 2015



Earnings per Common Share

Q1 2016 vs. Q1 2015



Rate Activity

2016 Completed Rate Cases and Infrastructure Surcharges

- Base rate cases or infrastructure surcharges completed in IL, NC, OH, TX and VA
- \$4.5 million in additional annualized revenue

2016 Pending Rate Case

- Base rate cases in NJ, IN and VA with requested annualized revenue increase of \$5.1 million

*Additional rate activity information provided in Appendix

2016 Guidance

Christopher Franklin

President and Chief Executive Officer



AQUASM

NYSE: WTR

2016 Guidance

Earnings

- Full-year earnings per share between \$1.30 – \$1.35

Customer Growth

- 1.5 – 2.0% year-over-year customer growth

Capex

- More than \$350 million
- More than \$1.1 billion through 2018
- Ongoing rate base growth of approximately 6 – 7%

Operations and Maintenance Expense

- Same-system O&M increase of 1 – 2% for full year

Q&A Session



AQUASM

NYSE: WTR

Thank You for Attending Aqua America's 2016 First Quarter Earnings Call

2016 Second Quarter Earnings
Conference Call and Webcast
Wednesday, August 3, 2016 11:00am

For more information contact:
Brian Dingerdissen
Chief of Staff
610.645.1191

Appendix



AQUASM

NYSE: WTR

Rates and Infrastructure Surcharges Completed

as-of May 3, 2016

Rates or Surcharges Received in 2016			
State	Docket Number	Type	Awarded Annualized Revenue Increase (\$thousands)
Illinois	N/A	Surcharge (w)	\$765
North Carolina	W-215-Sub-363A	Surcharges (w/ww)	604
Ohio	Ordinance # 22-2013	Rate Case (w)	777
	Ordinance # 14-041	Rate Case (w)	598
Texas	2012-1058-UCR	Rate Case (w)	225
Virginia ¹	PUE-2014-00045	Rate Case (w/ww)	1,490
		Total	\$4,459

1. Including \$1.1 million of revenues recognized under interim rates during 2015

Rates and Surcharges differentiated by water (w) and wastewater (ww) systems

Rates Pending

as-of May 3, 2016

Rates Pending in 2016			
State	Docket Number	Type	Requested Annualized Revenue Increase (\$thousands)
New Jersey	WR16010089	Rate Case (w)	\$2,536
Indiana	44752	Rate Case (ww)	2,372
Virginia	N/A	Rate Cases (w/ww)	144
		Total	\$5,052

Rates differentiated by water (w) and wastewater (ww) systems

State by State Comparison

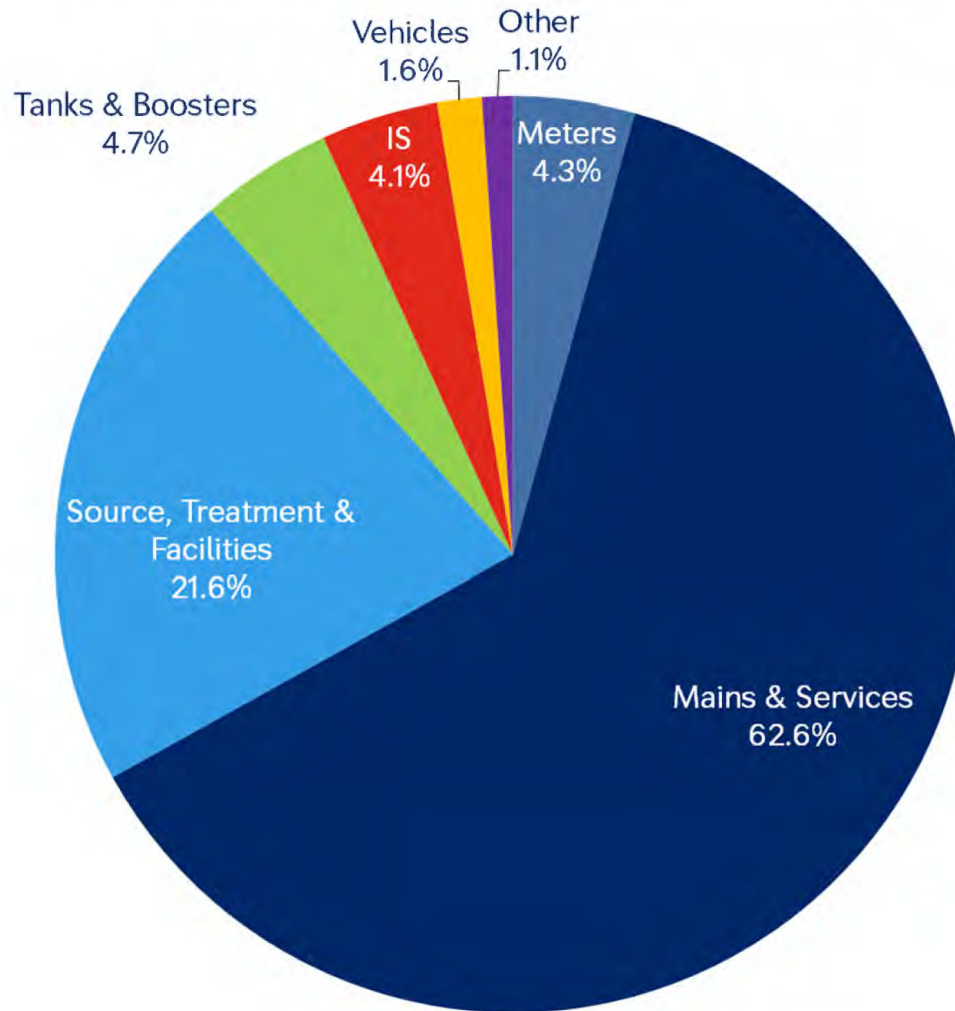
as-of Dec. 31, 2015

State	Rate Base (\$millions)	Water Connections	Wastewater Connections
PA	\$2,411	427,309	19,784
OH	256	143,598	6,654
IL	213	62,591	9,634
TX	193	60,473	15,809
NJ	134	52,072	5,994
NC	124	78,133	17,248
IN	73	881	24,821
VA	65	25,271	7,594
Total	\$3,470	850,328	107,538

Capital Investment Spending

Regulated Operations

2016 to 2018 Capital Investment Breakdown



3 Year Total = +\$1.1 Billion

Earnings Call

AQUASM

NYSE: WTR



Second Quarter 2016

August 3, 2016

Forward Looking Statement

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Christopher Franklin

President &
Chief Executive Officer



Dave Smeltzer

Executive Vice President &
Chief Financial Officer



Brian Dingerdissen

Vice President, Chief of Staff &
Investor Relations

Introduction

Christopher Franklin

President and Chief Executive Officer



AQUASM

NYSE: WTR

Today's Agenda



- Corporate Update



- Quarter Highlights



- Summary of Financial Results



- 2016 Guidance

Corporate Update and Organizational Changes

Stan Szczygiel

Vice President, Finance and
Treasurer

Christopher Crockett

Chief Environmental
Officer

Shannon Becker

President, Aqua North
Carolina

John Hildabrant

President, Aqua New Jersey

2016 Second Quarter Highlights

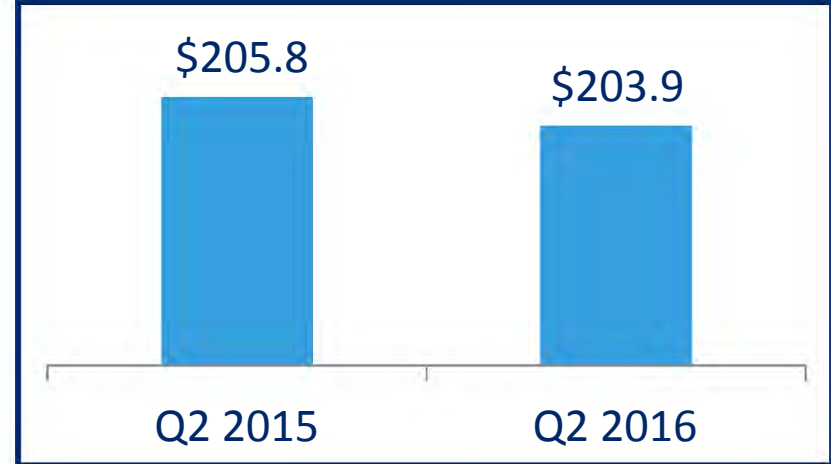
Year-to-date Customer Growth

- 5,396 additional connections from acquisitions
- 0.6% customer growth from acquisitions

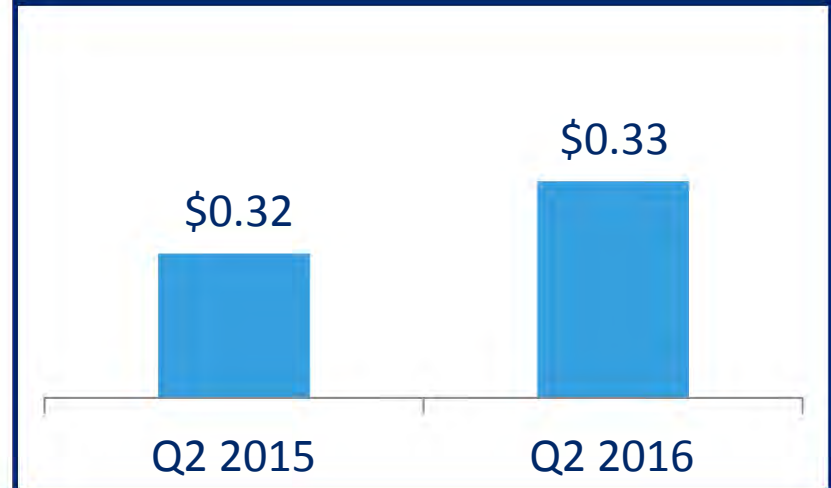
Quarterly Cash Dividend of \$0.1913

- Increased dividend by 7.5 percent
- 26th dividend increase in 25 years
- 71st year of paying a consecutive quarterly dividend

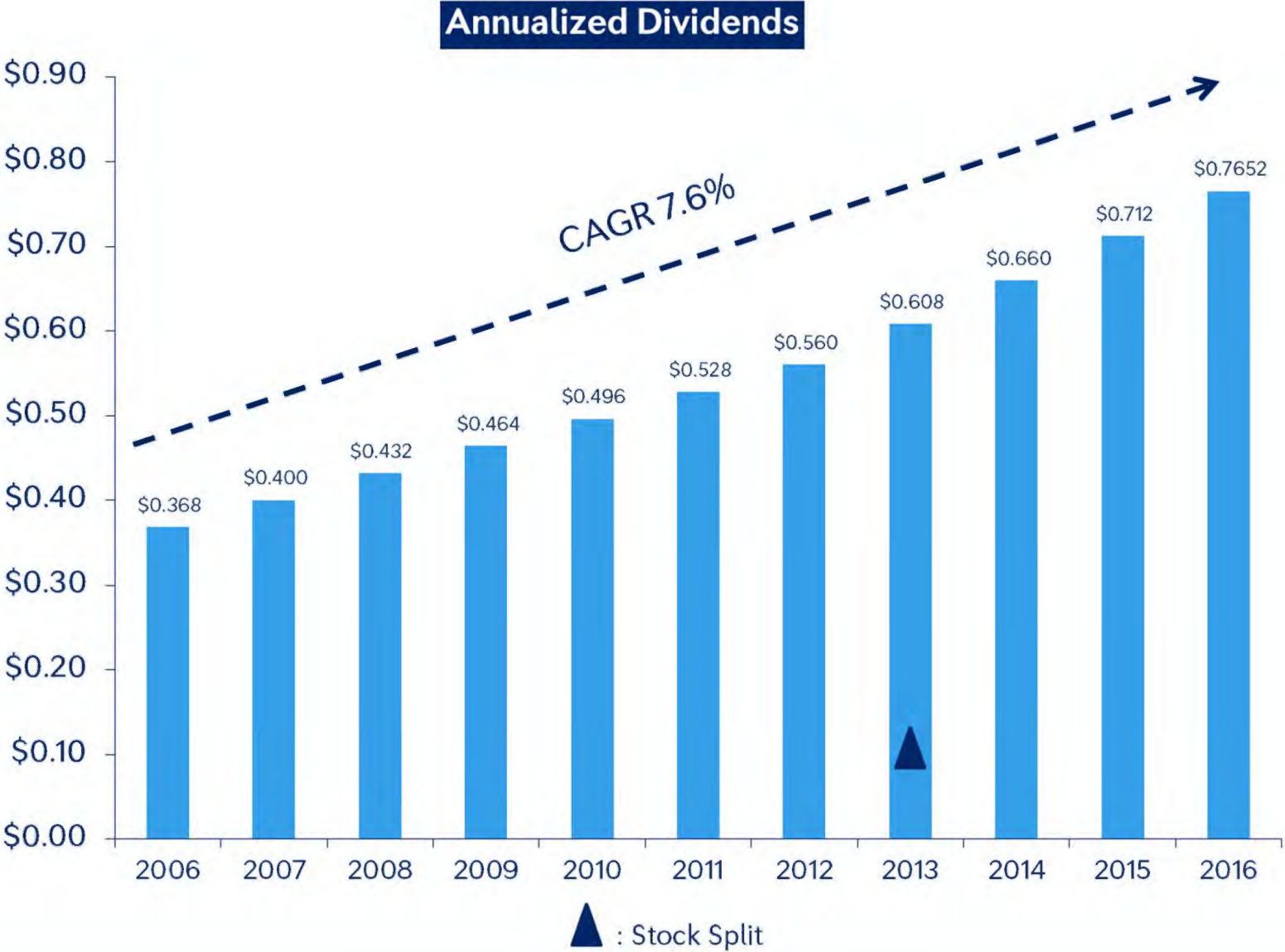
Operating Revenue (\$millions)



Net Income per Common Share



Dividend History



2016 Acquisitions

as-of August 2, 2016

System	Date Closed	Water Customers	Wastewater Customers	Total Customers
Superior, PA	1/01/2016	4,108	-	4,108
Eastwood Manor, IL	2/23/2016	321	-	321
Crystal Clear, IL	4/19/2016	293	-	293
Nunda, IL	2/23/2016	166	-	166
Byram, NJ	6/06/2016	152	-	152
Greenwood Gardens, IL	3/29/2016	72	72	144
Galena WW System, IN	1/29/2016	-	120	120
Clear Meadow, NC	3/14/2016	62	-	62
Twin Cedars, VA	4/07/2016	30	-	30
Total		5,204	192	5,396

Summary of Financial Results

Dave Smeltzer





Executive Vice President and Chief Financial Officer



AQUASM

NYSE: WTR

2016 Second Quarter Financial Results

In millions except per share	Q2 2015		Q2 2016	Variance
Revenue	\$205.8		\$203.9	(0.9%)
Operations and Maintenance Expense	\$79.7		\$74.0	(7.2%)
Net Income	\$57.4		\$59.6	3.9%
Net Income per Common Share	\$0.32		\$0.33	3.1%







Favorable Change



Unfavorable Change

2016 Year-to-Date Financial Results

as-of June 30, 2016

In millions except per share	YTD 2015		YTD 2016	Variance
Revenue	\$396.1		\$396.5	0.1%
Operations and Maintenance Expense	\$152.9		\$147.5	(3.5%)
Net Income	\$105.9		\$111.4	5.1%
Net Income per Common Share	\$0.60		\$0.63	5.0%



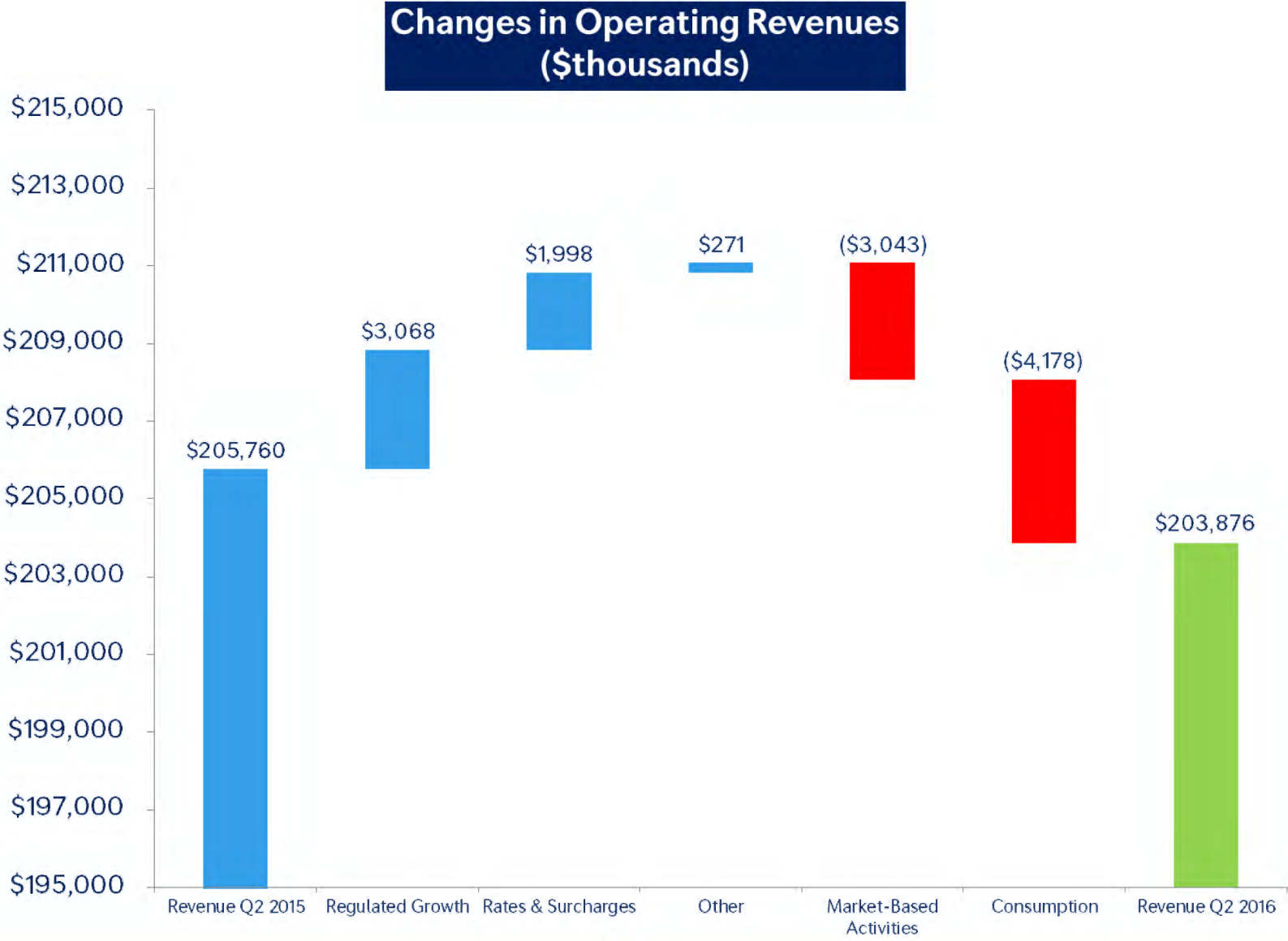
Favorable Change



Unfavorable Change

Operating Revenues

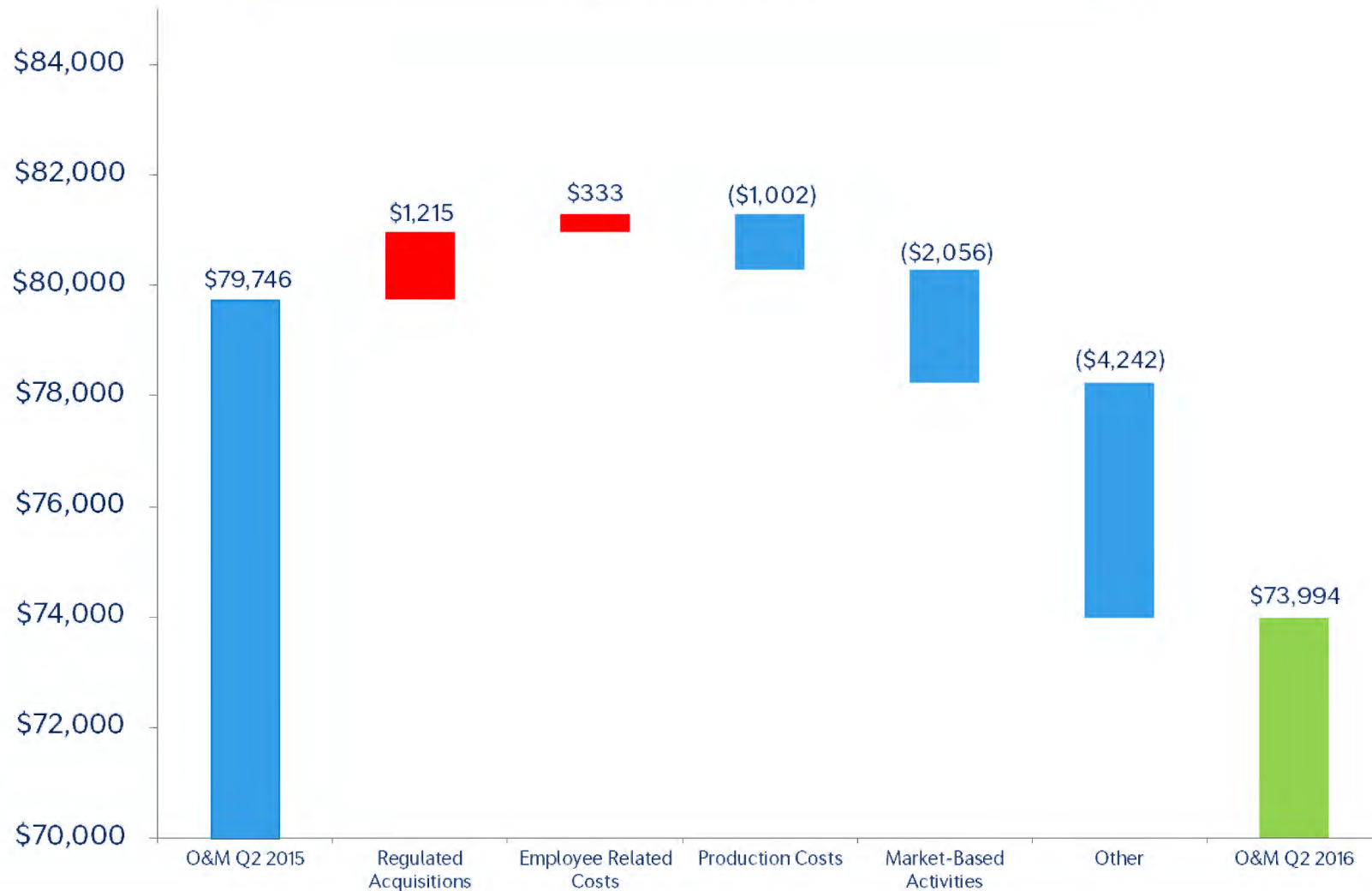
Q2 2016 vs. Q2 2015



Operations & Maintenance Expenses

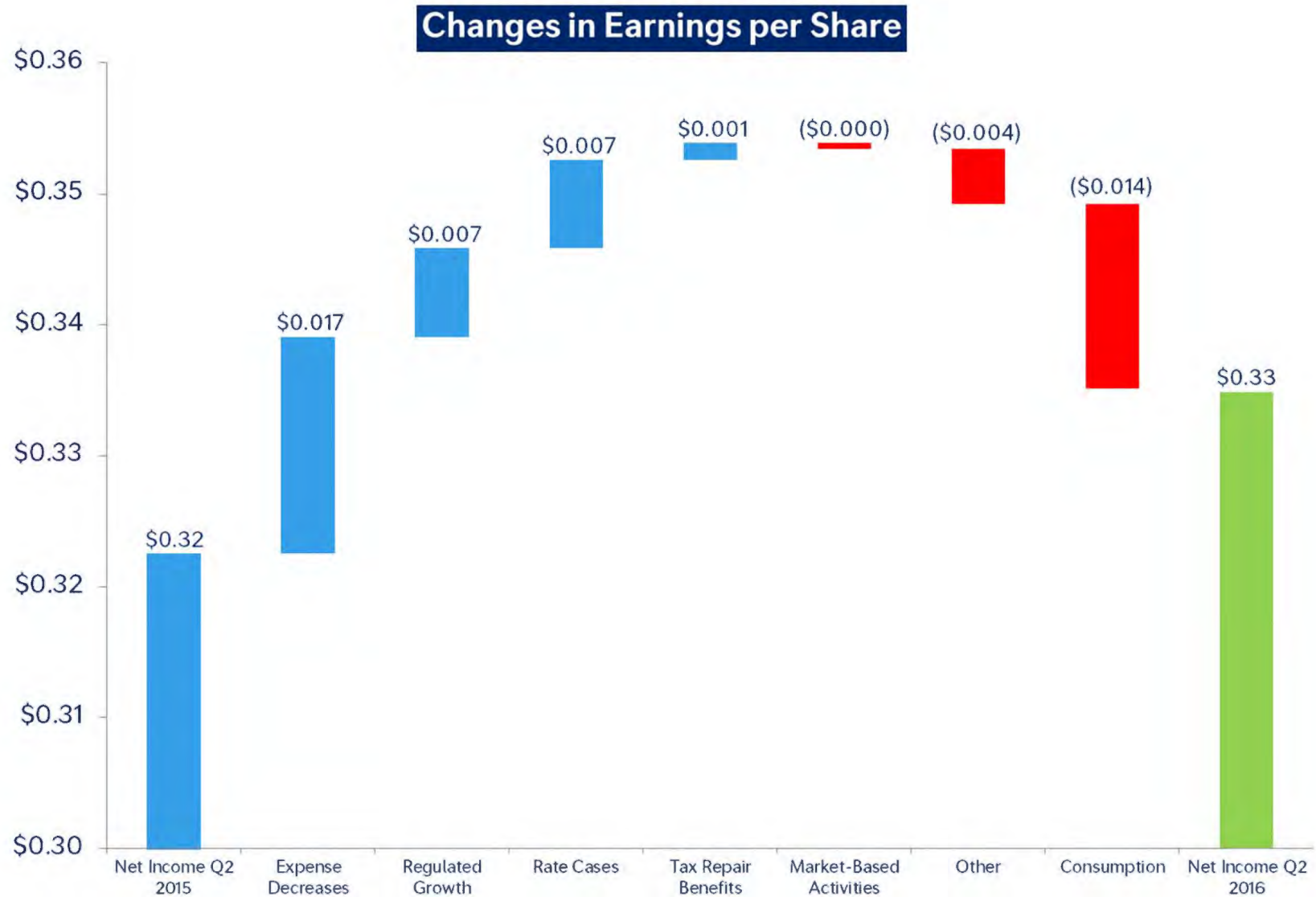
Q2 2016 vs. Q2 2015

Changes in Operations and Maintenance Expenses (\$thousands)



Earnings per Common Share

Q2 2016 vs. Q2 2015



Rate Activity

2016 Completed Rate Cases and Infrastructure Surcharges

- Base rate cases or infrastructure surcharges completed in IL, NC, OH, TX and VA
- \$5 million in additional annualized revenue

2016 Pending Rate Cases

- Base rate cases in NJ, IN and OH with requested annualized revenue increase of \$10.5 million

*Additional rate activity information provided in Appendix

2016 Guidance

Christopher Franklin

President and Chief Executive Officer



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2016 Guidance

Earnings

- Full-year earnings per share between \$1.30 – \$1.35

Customer Growth

- 1.5 – 2% year-over-year customer growth

Capex

- More than \$350 million
- More than \$1.1 billion through 2018
- Ongoing rate base growth of approximately 6 – 7%

Operations and Maintenance Expense

- Same-system O&M increase of 1 – 2% for full year

Q&A Session



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Thank You for Attending Aqua America's 2016 Second Quarter Earnings Call

2016 Third Quarter Earnings
Conference Call and Webcast
Wednesday, November 2, 2016 11:00am

For more information contact:
Brian Dingerdissen
Vice President, Chief of Staff and Investor Relations
610.645.1191

Appendix

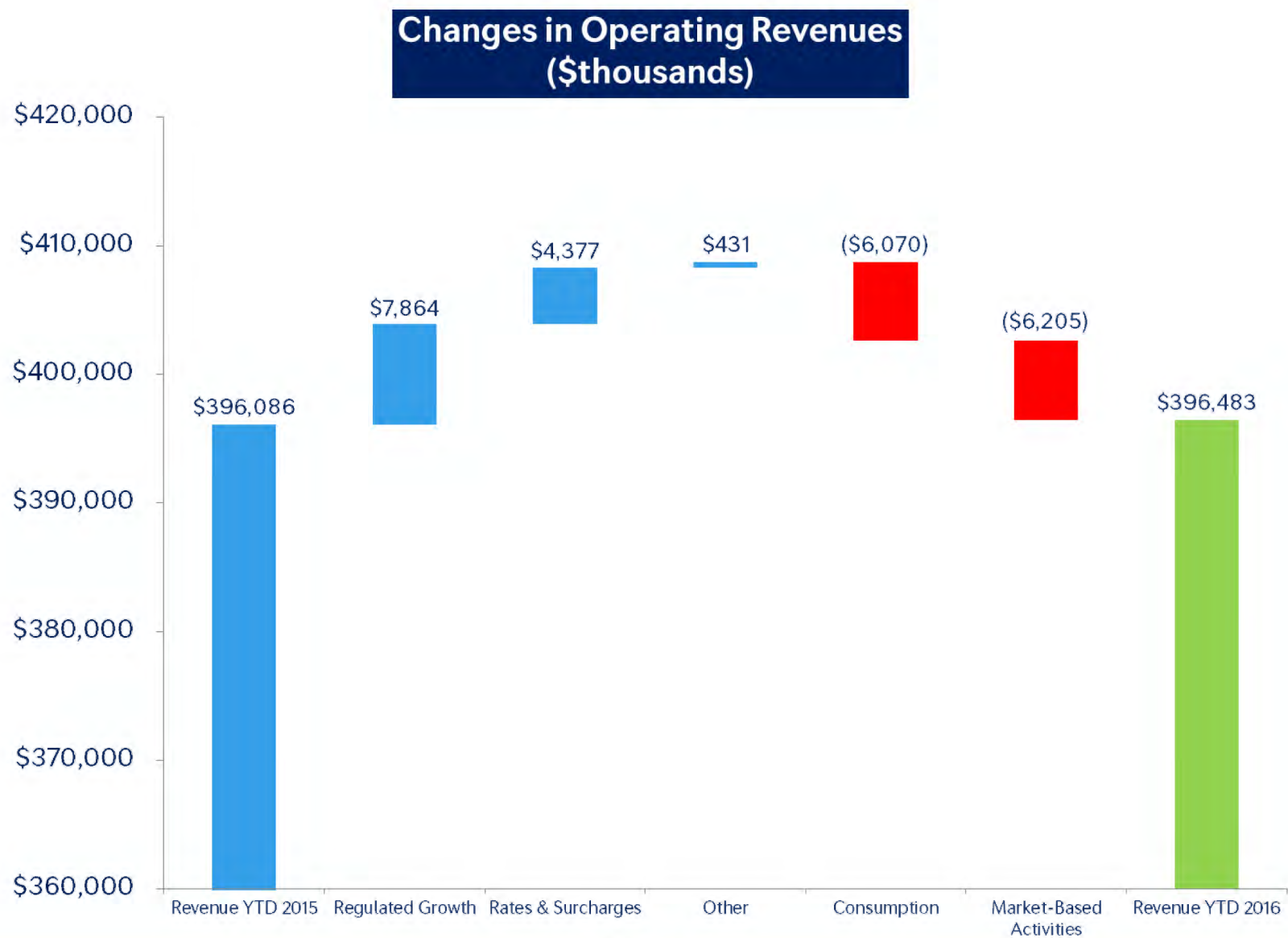


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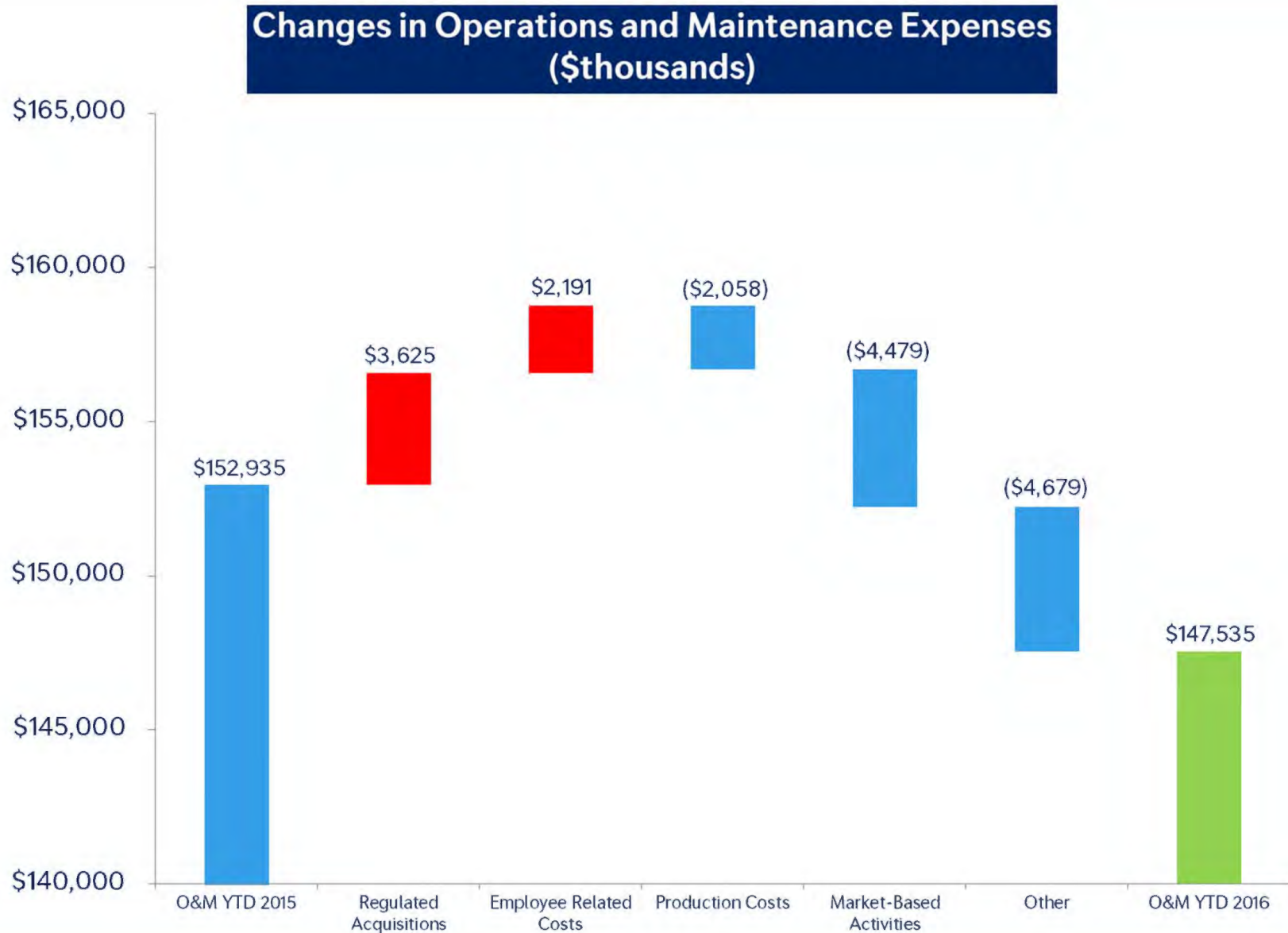
Operating Revenues

YTD June 30, 2016 vs. YTD June 30, 2015



Operations & Maintenance Expenses

YTD June 30, 2016 vs. YTD June 30, 2015



Earnings per Common Share

YTD June 30, 2016 vs. YTD June 30, 2015

Changes in Earnings per Share



Rates and Infrastructure Surcharges Completed

as-of August 2, 2016

Rates or Surcharges Received in 2016			
State	Docket Number	Type	Awarded Annualized Revenue Increase (\$thousands)
Illinois	N/A	Surcharge (w)	\$765
North Carolina	W-215-Sub-363A	Surcharges (w/ww)	1,045
Ohio	Ordinance # 22-2013	Rate Case (w)	777
	Ordinance # 14-041	Rate Case (w)	598
Texas	2012-1058-UCR	Rate Case (w)	225
Virginia ¹	PUE-2014-00045	Rate Case (w/ww)	1,490
	N/A	Rate Case (w/ww)	144
		Total	\$5,044

1. Including \$1.1 million of revenues recognized under interim rates during 2015

Rates and Surcharges differentiated by water (w) and wastewater (ww) systems

Rates Pending

as-of August 2, 2016

Rates Pending in 2016			
State	Docket Number	Type	Requested Annualized Revenue Increase (\$thousands)
New Jersey	WR16010089	Rate Case (w)	\$2,536
Indiana	44752	Rate Case (ww)	2,372
Ohio	16-0907-WW-AIR	Rate Case (w)	5,604
		Total	\$10,512

Rates differentiated by water (w) and wastewater (ww) systems

State by State Comparison

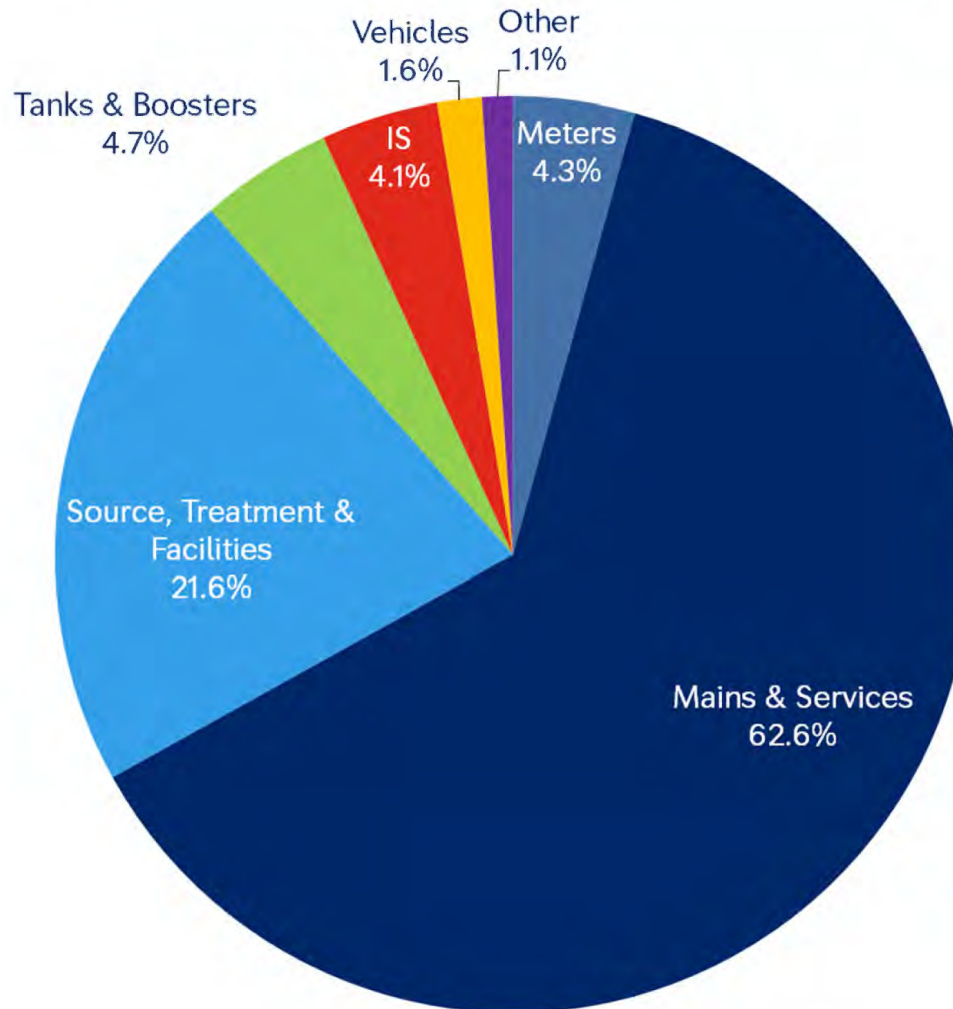
as-of Dec. 31, 2015

State	Rate Base (\$millions)	Water Connections	Wastewater Connections
PA	\$2,411	427,309	19,784
OH	256	143,598	6,654
IL	213	62,591	9,634
TX	193	60,473	15,809
NJ	134	52,072	5,994
NC	124	78,133	17,248
IN	73	881	24,821
VA	65	25,271	7,594
Total	\$3,470	850,328	107,538

Capital Investment Spending

Regulated Operations

2016 to 2018 Capital Investment Breakdown



3 Year Total = +\$1.1 Billion

Earnings Call

AQUASM

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Third Quarter 2016

November 2, 2016

Forward Looking Statement

This presentation contains in addition to historical information, forward looking statements based on assumptions made by management regarding future circumstances over which the company may have little or no control, that involve risks, uncertainties and other factors that may cause actual results to be materially different from any future results expressed or implied by such forward-looking statements. These factors include, among others, the following: general economic and business conditions; weather conditions affecting customers' water usage or the company's cost of operations; costs arising from changes in regulations; regulatory treatment of rate increase requests; changes in the valuation of our investment in our joint venture in the Marcellus shale region; availability and cost of capital; the success of growth initiatives, including pending acquisitions; the ability to generate earnings from capital investment; and other factors discussed in our Form 10-K for the fiscal year ended December 31, 2015, which is on file with the SEC. We undertake no obligation to publicly update or revise any forward-looking statement.

Non-GAAP Reconciliation

For reconciliation of non-GAAP financial measures, see the Investor Relations section of the company's Web site at www.aquaamerica.com

Today's Presenters



Christopher Franklin
President &
Chief Executive Officer



Kimberly Joyce
Vice President, Regulatory,
Government and External
Affairs



Dave Smeltzer
Executive Vice President &
Chief Financial Officer



Brian Dingerdissen
Vice President, Chief of Staff
& Investor Relations

Introduction

Christopher Franklin

President and Chief Executive Officer



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Today's Agenda

- Corporate Update
- Villanova University Partnership
- Quarter Highlights
- Summary of Financial Results
- 2016 Guidance

Corporate Update

Organizational Updates

- Kim Joyce – VP, Regulatory, Government and External Affairs
- Charlie Stevenson – VP, Fleet and Supply Chain Management
- John Aulbach – President, Aqua Virginia
- Marc Lucca – President, Aqua Pennsylvania

Kimberly Joyce



Charlie Stevenson



John Aulbach



Marc Lucca



Hurricane Matthew Update



- **Between 10-15 inches of rain**
- **20,000 homes affected**
- **75,000 calls, emails or texts were sent to affected customers**
- **Distributed water from potable tanker trucks in heavily populated areas**

2016 Third Quarter Highlights

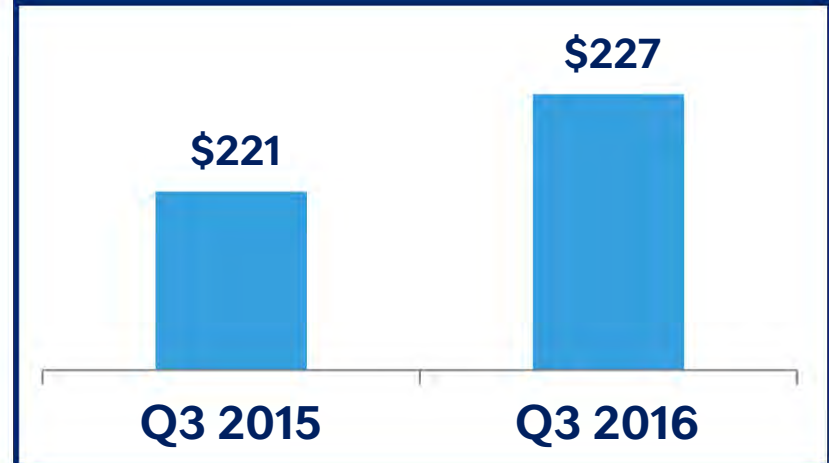
Year-to-date Customer Growth

- 12,900 additional connections from acquisitions and organic growth
- 1.3% total customer growth

Pending Acquisition Agreements

- 4 municipal systems
- 2 private system
- Approximately 4,700 total additional connections

Operating Revenue (\$millions)



Net Income per Common Share



2016 Acquisitions

as-of November 1, 2016

System	Date Closed	Water Customers	Wastewater Customers	Total Customers
Superior, PA	1/01/2016	4,108	-	4,108
Eastwood Manor, IL	2/23/2016	321	-	321
Crystal Clear, IL	4/19/2016	293	-	293
Nunda, IL	2/23/2016	166	-	166
Byram, NJ	6/06/2016	152	-	152
Greenwood Gardens, IL	3/29/2016	72	72	144
Honeycroft, PA	10/31/2016	-	124	124
Galena WW System, IN	1/29/2016	-	120	120
Southeastern Utility, IN	10/1/2016	-	93	93
Clear Meadow, NC	3/14/2016	62	-	62
Mentor Ridge Farms, OH	10/1/2016	60	-	60
Cliffside Park, NJ	10/3/2016	34	-	34
Twin Cedars, VA	4/07/2016	30	-	30
Total		5,298	409	5,707

Partnership with Villanova University

Kimberly Joyce

Vice President, Regulatory, Government and External Affairs

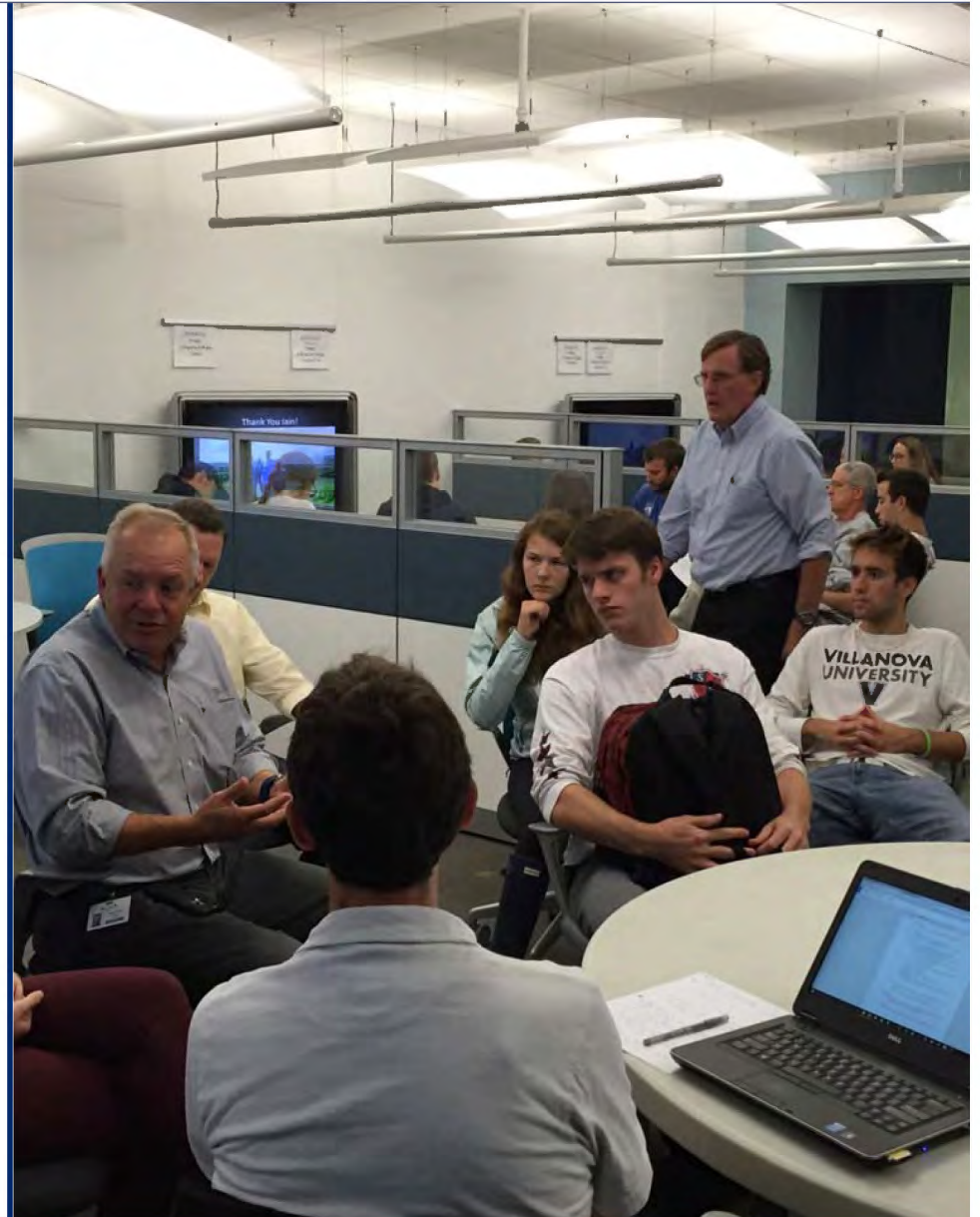


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Goals for the Partnership

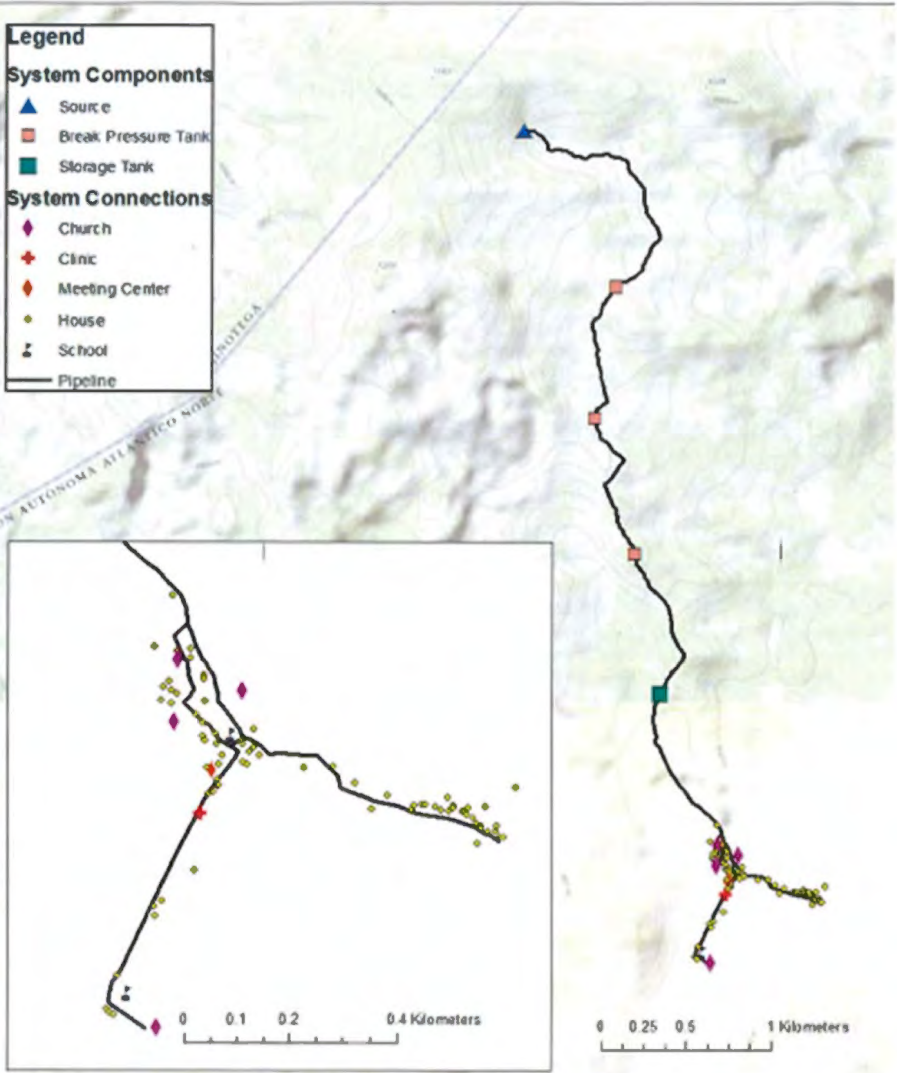
- **Provide Local Mentorship**
- **Generate Excitement about the Water Industry**
- **Build an “Incubator” Relationship**
- **Utilize Aqua Foundation Funds for Projects that Fit our Mission**
- **Apply Unique Skills to Benefit Individuals in Developing Countries**



Distribution System Project in Nicaragua



- Legend**
- System Components**
- ▲ Source
 - Break Pressure Tank
 - Storage Tank
- System Connections**
- ◆ Church
 - ◆ Clinic
 - ◆ Meeting Center
 - House
 - ⚡ School
 - Pipeline



Source: Esri, HERE, DeLorme, TomTom, Intermap, increment P Corp., GEBCO, USGS, FAO, NPS, NRCAN, EsriBing, IGN, Kadaster NL, Ordnance Survey, Esri Japan, METI, Esri China (Hong Kong), Swisstopo, Mapbox, © OpenStreetMap contributors, and the GIS User Community

Infrastructure Improvement Project in Panama



Summary of Financial Results

Dave Smeltzer





Executive Vice President and Chief Financial Officer



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2016 Third Quarter Financial Results

In millions except per share	Q3 2015		Q3 2016	Variance
Revenue	\$221.1		\$226.6	2.5%
Operations and Maintenance Expense	\$78.5		\$79.8	1.6%
Net Income	\$67.4		\$73.2	8.5%
Net Income per Common Share	\$0.38		\$0.41	7.9%







Favorable Change



Unfavorable Change

2016 Year-to-Date Financial Results

as-of September 30, 2016

In millions except per share	YTD 2015		YTD 2016	Variance
Revenue	\$617.1		\$623.1	1%
Operations and Maintenance Expense	\$231.5		\$227.3	(1.8%)
Net Income	\$173.4		\$184.5	6.4%
Net Income per Common Share	\$0.98		\$1.04	6.1%



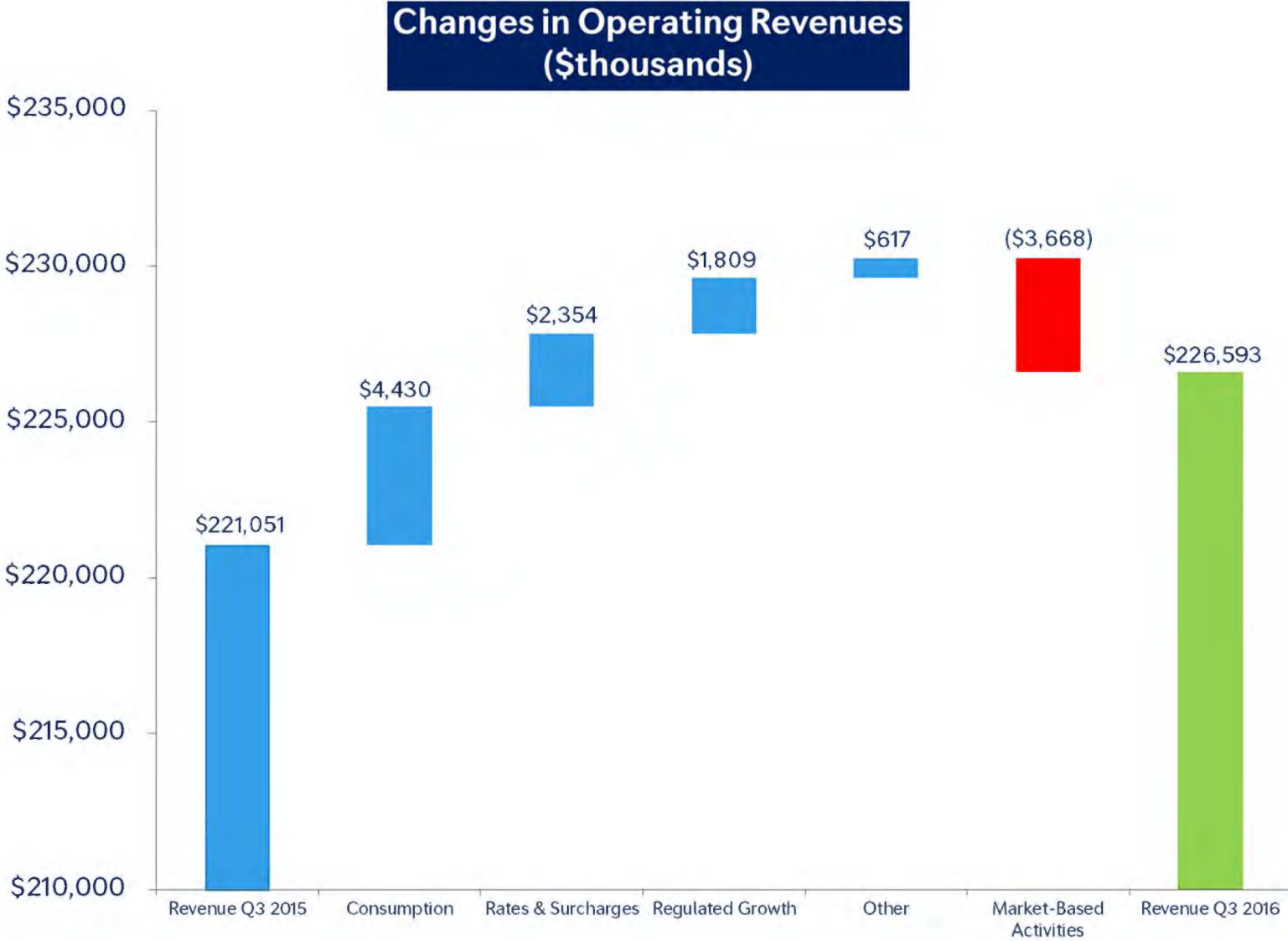
Favorable Change



Unfavorable Change

Operating Revenues

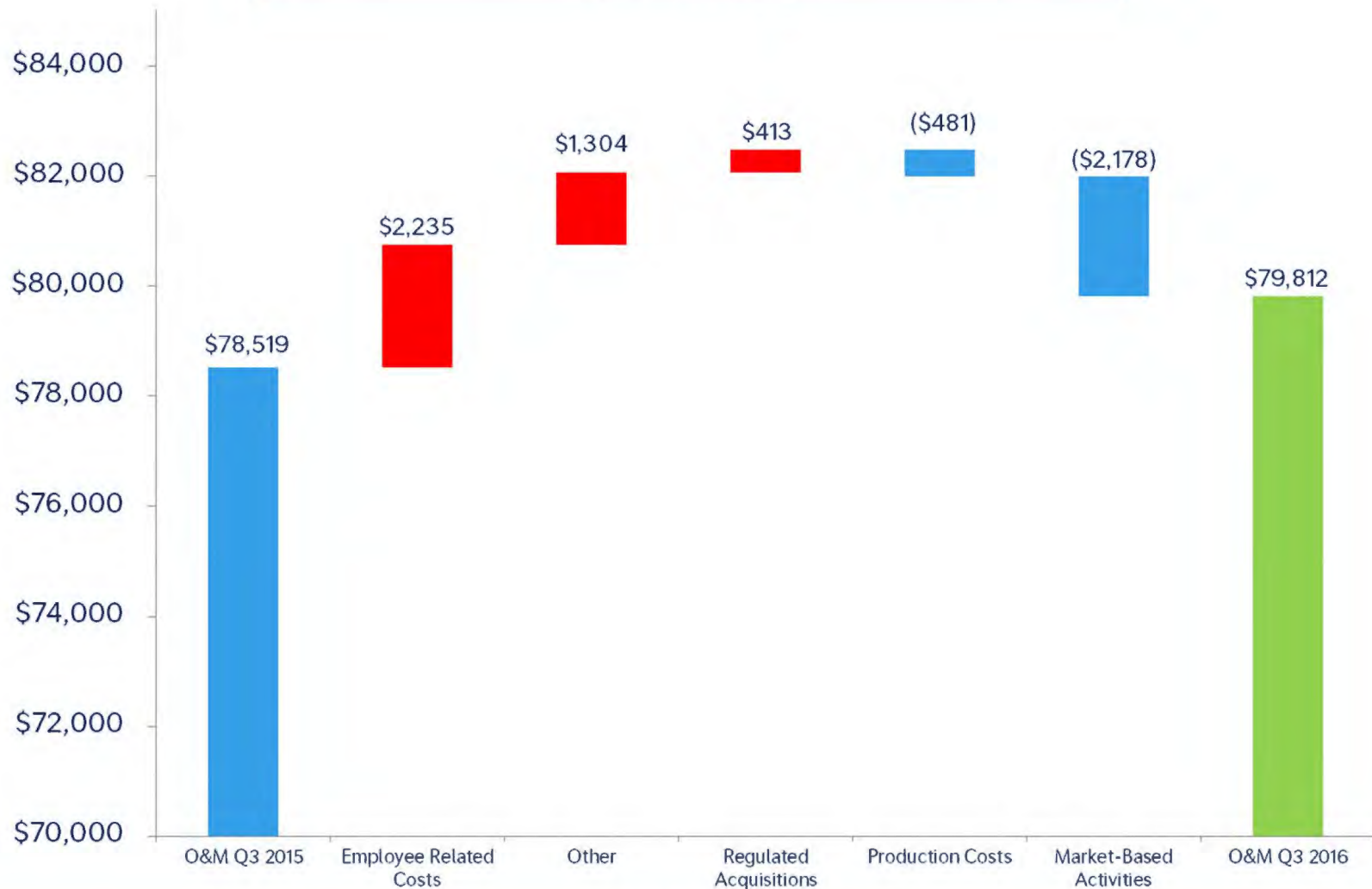
Q3 2016 vs. Q3 2015



Operations & Maintenance Expenses

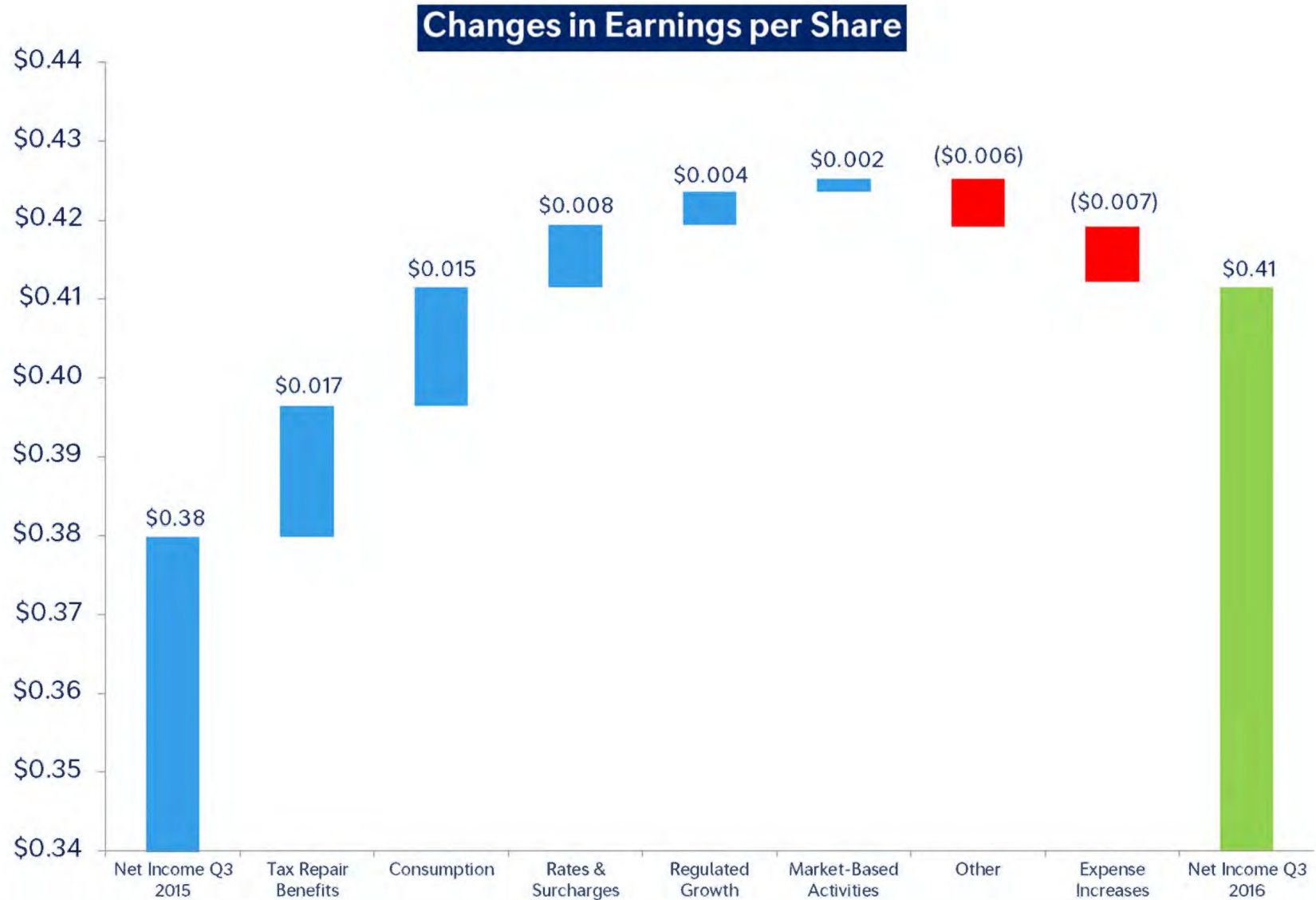
Q3 2016 vs. Q3 2015

Changes in Operations and Maintenance Expenses (\$thousands)



Earnings per Common Share

Q3 2016 vs. Q3 2015



Rate Activity

as-of Nov. 1, 2016

2016 Completed Rate Cases and Infrastructure Surcharges

- Base rate cases or infrastructure surcharges completed in IL, NJ, NC, OH, TX and VA
- \$5.5 million in additional annualized revenue

2016 Pending Rate Cases

- Base rate cases in IN, VA and OH with requested annualized revenue increase of \$8.1 million

*Additional rate activity information provided in Appendix

2016 Guidance

Christopher Franklin

President and Chief Executive Officer



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2016 Guidance

Earnings

- Full-year earnings per share between \$1.30 – \$1.35

Customer Growth

- 1.5 – 2% year-over-year customer growth

Capex

- More than \$350 million
- More than \$1.1 billion through 2018
- Ongoing rate base growth of approximately 6 – 7%

Operations and Maintenance Expense

- Same-system O&M increase of 1 – 2% for full year

Q&A Session



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Thank You for Attending Aqua America's 2016 Third Quarter Earnings Call

2016 Full-year and Fourth Quarter Earnings
Conference Call and Webcast
Thursday, February 23, 2017

For more information contact:
Brian Dingerdissen
Vice President, Chief of Staff and Investor Relations
610.645.1191

Appendix

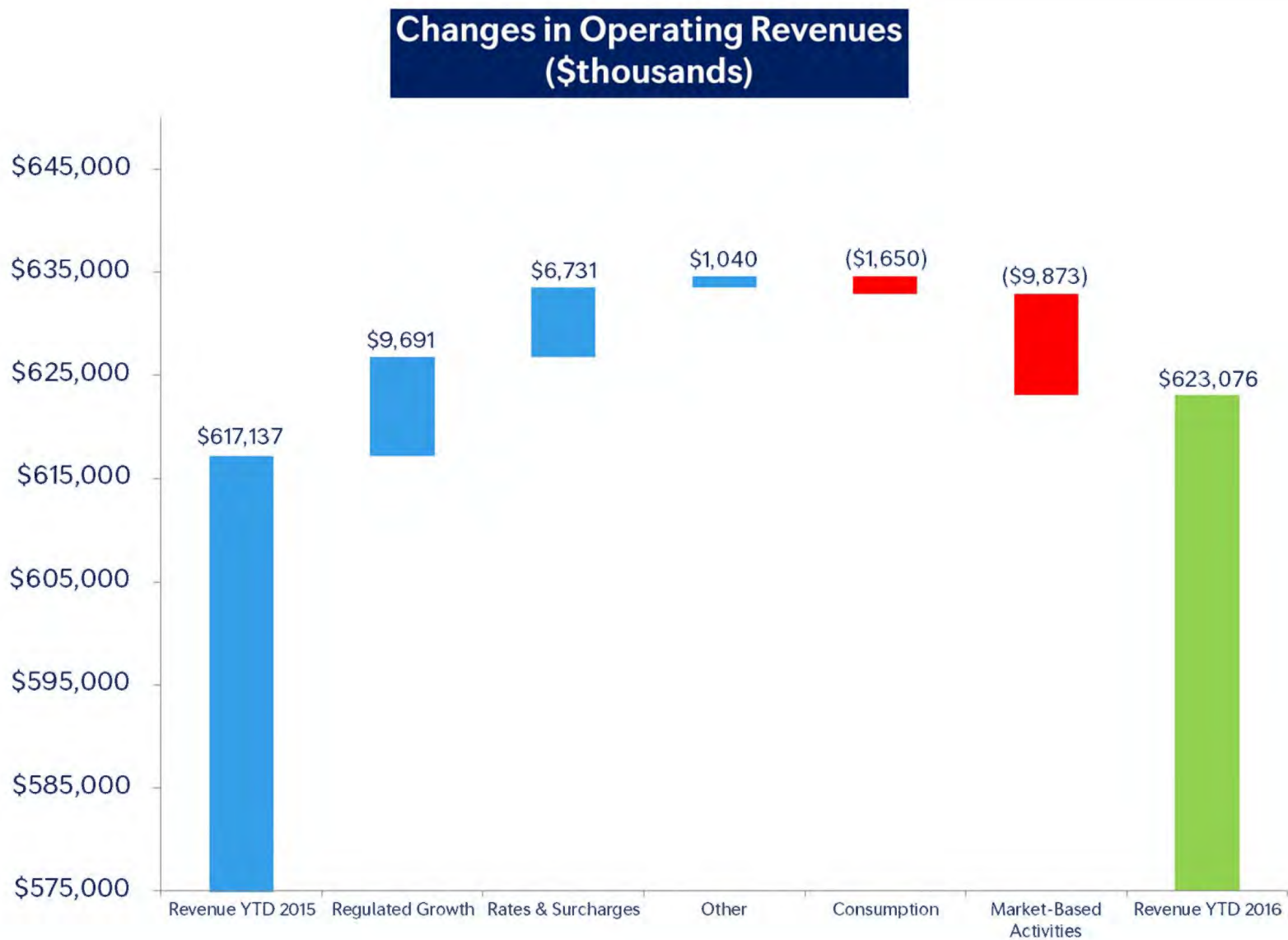


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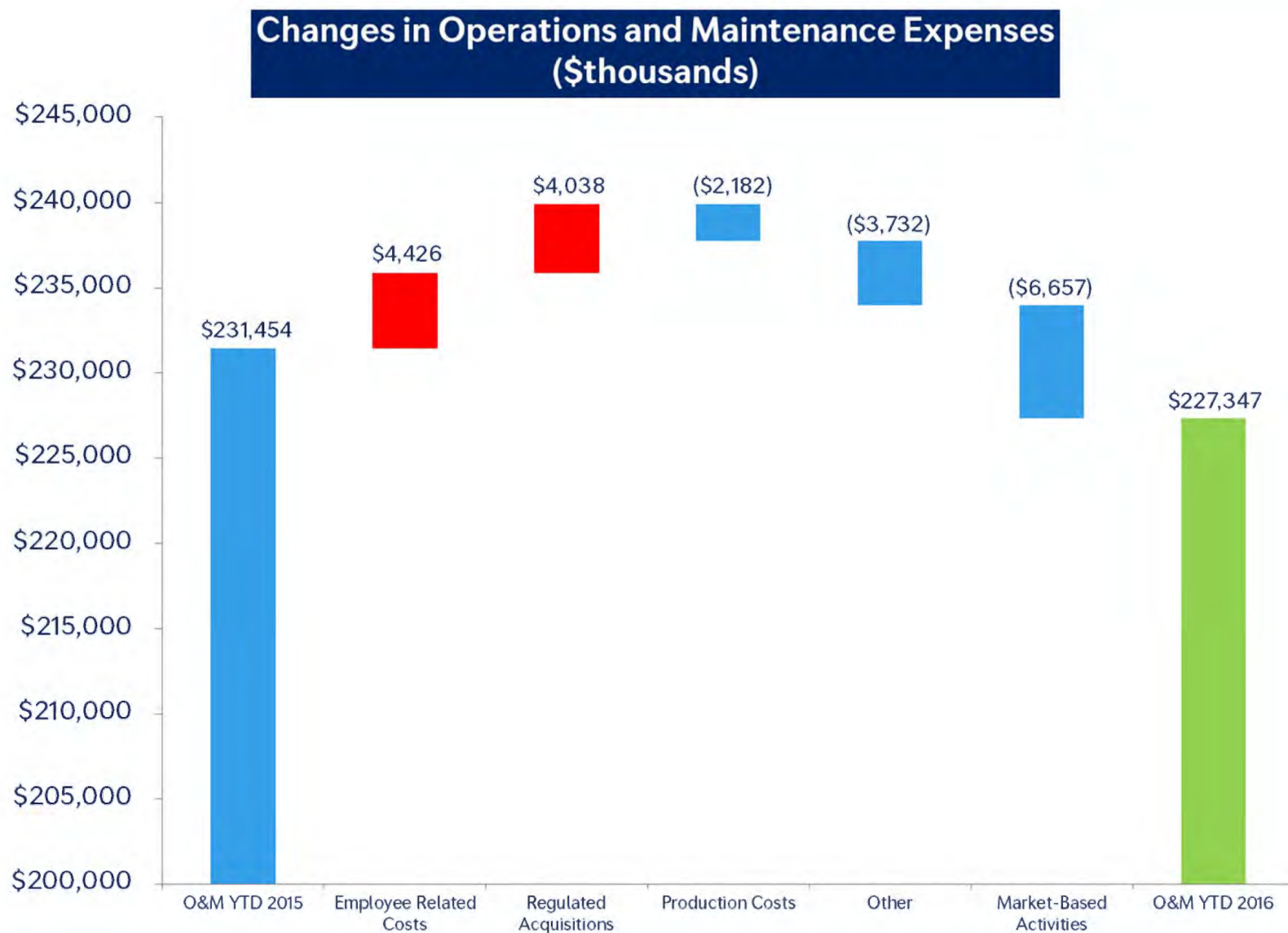
Operating Revenues

YTD September 30, 2016 vs. YTD September 30, 2015



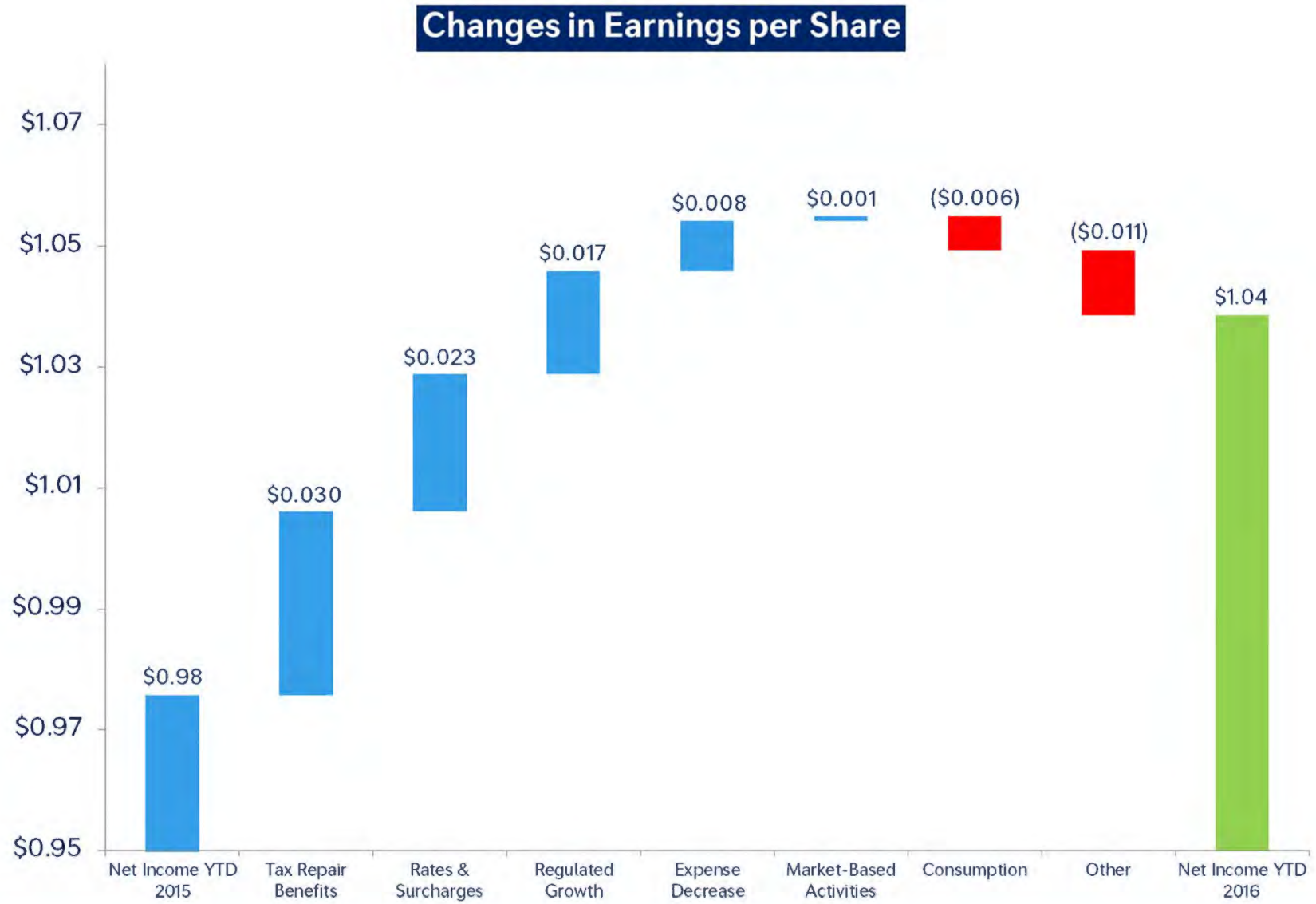
Operations & Maintenance Expenses

YTD September 30, 2016 vs. YTD September 30, 2015



Earnings per Common Share

YTD September 30, 2016 vs. YTD September 30, 2015



Rates and Infrastructure Surcharges Completed

as-of November 1, 2016

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North Carolina	W-215-Sub-363A	Surcharges (w/ww)	1,045
Ohio	Ordinance # 22-2013	Rate Case (w)	777
	Ordinance # 14-041	Rate Case (w)	598
Texas	44470	Rate Case (w)	225
Virginia ¹	PUE-2014-00045	Rate Case (w/ww)	1,490
	N/A	Rate Case (w/ww)	144
		Total	\$5,500

1. Including \$1.1 million of revenues recognized under interim rates during 2015

Rates and Surcharges differentiated by water (w) and wastewater (ww) systems

Rates Pending

as-of November 1, 2016

Rates Pending in 2016			
State	Docket Number	Type	Requested Annualized Revenue Increase (\$thousands)
Indiana	44752	Rate Case (ww)	\$2,372
Ohio	16-0907-WW-AIR	Rate Case (w)	5,604
Virginia	N/A	Rate Case (w/ww)	155
		Total	\$8,131

Rates differentiated by water (w) and wastewater (ww) systems

State by State Comparison

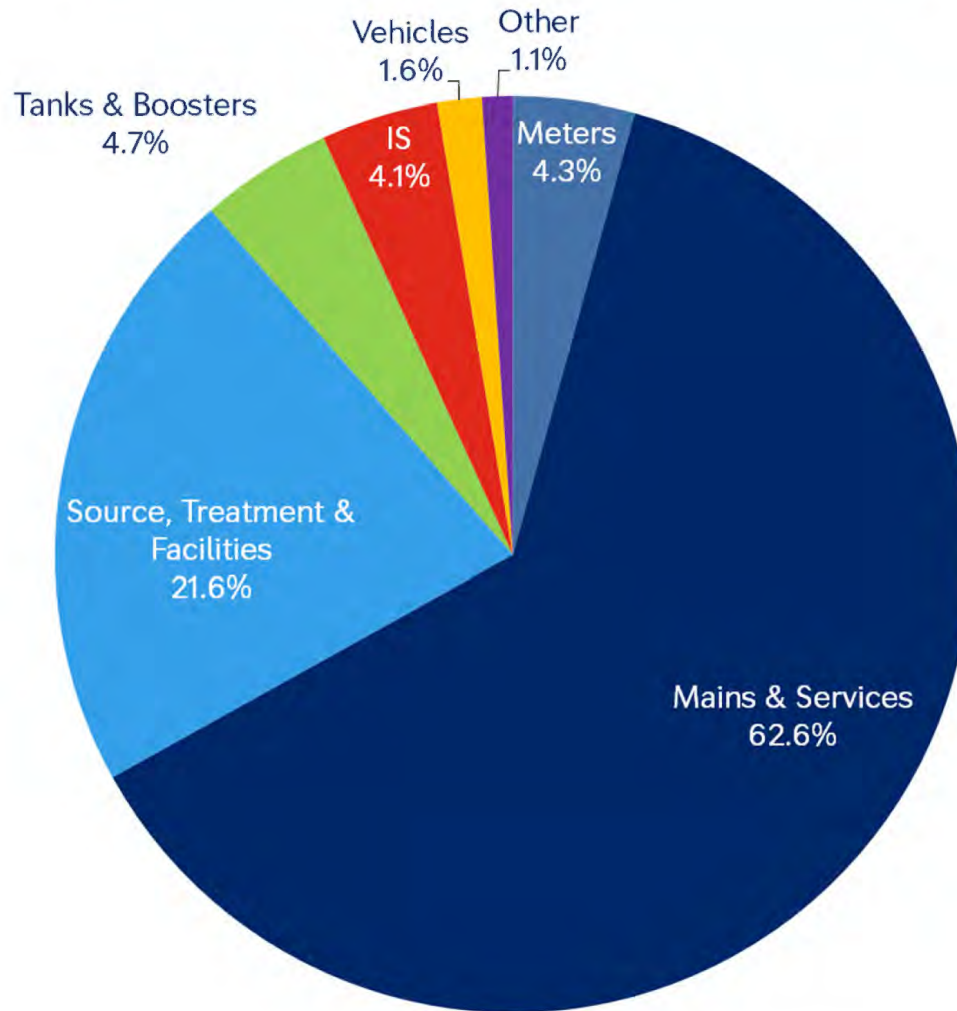
as-of Dec. 31, 2015

State	Rate Base (\$millions)	Water Connections	Wastewater Connections
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OH	256	143,598	6,654
IL	213	62,591	9,634
TX	193	60,473	15,809
NJ	134	52,072	5,994
NC	124	78,133	17,248
IN	73	881	24,821
VA	65	25,271	7,594
Total	\$3,470	850,328	107,538

Capital Investment Spending

Regulated Operations

2016 to 2018 Capital Investment Breakdown



3 Year Total = +\$1.1 Billion

AQUA

Financial Resources Available

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Financial Resources Available

FORM 990 LUMEN SOLUTIONS INC

THE INFORMATION CONTAINED HEREIN IS INTENDED TO PROVIDE A SUMMARY OF THE FINANCIAL INFORMATION AND OTHER INFORMATION REQUIRED BY THE IRS TO FILE A FORM 990. THIS SUMMARY IS NOT INTENDED TO BE A SUBSTITUTE FOR THE FULL FINANCIAL STATEMENTS AND OTHER INFORMATION REQUIRED BY THE IRS. THE FULL FINANCIAL STATEMENTS AND OTHER INFORMATION REQUIRED BY THE IRS ARE AVAILABLE TO THE PUBLIC AT THE COMPANY'S WEBSITE, WWW.LUMENSOLUTIONS.COM. THE COMPANY'S WEBSITE IS THE ONLY PLACE WHERE THE FULL FINANCIAL STATEMENTS AND OTHER INFORMATION REQUIRED BY THE IRS ARE AVAILABLE TO THE PUBLIC. THE COMPANY'S WEBSITE IS THE ONLY PLACE WHERE THE FULL FINANCIAL STATEMENTS AND OTHER INFORMATION REQUIRED BY THE IRS ARE AVAILABLE TO THE PUBLIC.

NON-GAAP RECONCILIATION

FORM 990 INFORMATION IS PREPARED IN ACCORDANCE WITH U.S. GAAP. THE COMPANY'S FINANCIAL STATEMENTS ARE PREPARED IN ACCORDANCE WITH U.S. GAAP. THE COMPANY'S FINANCIAL STATEMENTS ARE PREPARED IN ACCORDANCE WITH U.S. GAAP. THE COMPANY'S FINANCIAL STATEMENTS ARE PREPARED IN ACCORDANCE WITH U.S. GAAP.

TEAM LEADERS



C ... **F** ...
C ... E ...
O ... P ...



D ... **S** ...
E ... V ... P ...
C ... F ... O ...



R ... **F** ...
E ... V ... P ...
C ... O ... O ...



K ... **J** ...
V ... P ...
R ... G ...
E ... A ...



D ... **S** ...
E ... V ... P ...
S ... C ...
D ...



B ... **D** ...
V ... P ... C ... S ...
I ... R ...

INTERNATIONAL

CONFIDENTIAL

CONFIDENTIAL



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TÜRKİYE ARAŞTIRMASI

1. CİHAZLARIN OLANAKLARI

2. FİNANSMAN UNSURLARI

3. ÖZELLİKLERİNİN ÖLÇÜMLERİ

4. LİSANS VERİLENLERİNİN RAKİPLERİNİN ÜNİVERSİTELERİ

5. GİRİŞİMİNİN SÖZLEŞİM ÜNİVERSİTELERİ

6. SİZİN İZİN ALINAN ÖZELLİKLERİ

Company Overview



- **L**ong-term growth strategy focused on expanding market share and increasing operational efficiency
- **P**rogressive financial management and strong balance sheet
- **H**igh-quality water supply and advanced treatment technology
- **A**chieving sustainable growth and maximizing shareholder value

U.S. REGULATORY WATERWORKS

INTERNAL OPERATIONS



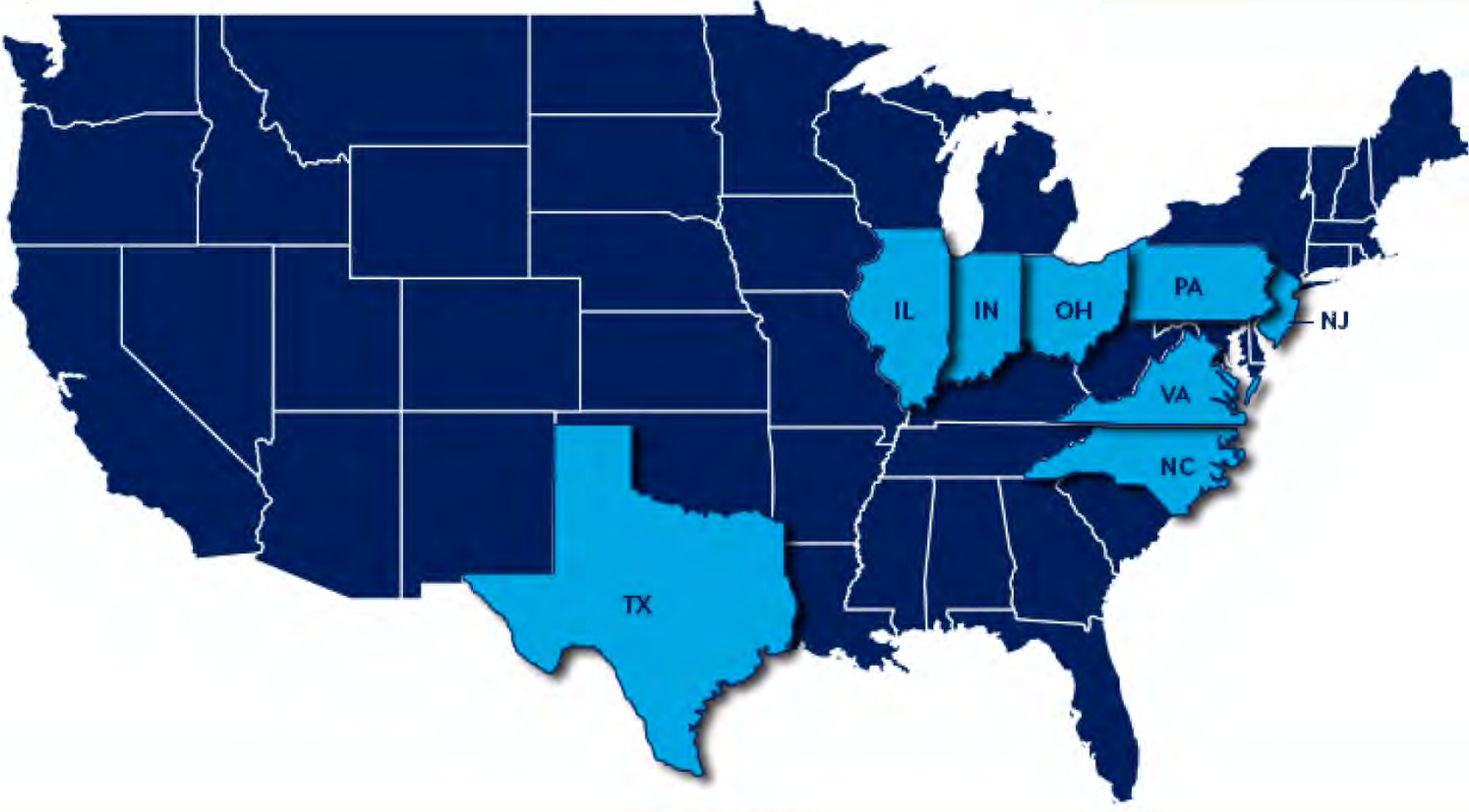
WORK

REGULATORY FRAMEWORK FOR U.S. WATER UTILITIES
REGULATORY FRAMEWORK FOR U.S. WATER UTILITIES
REGULATORY FRAMEWORK FOR U.S. WATER UTILITIES
REGULATORY FRAMEWORK FOR U.S. WATER UTILITIES



WORKING WITH

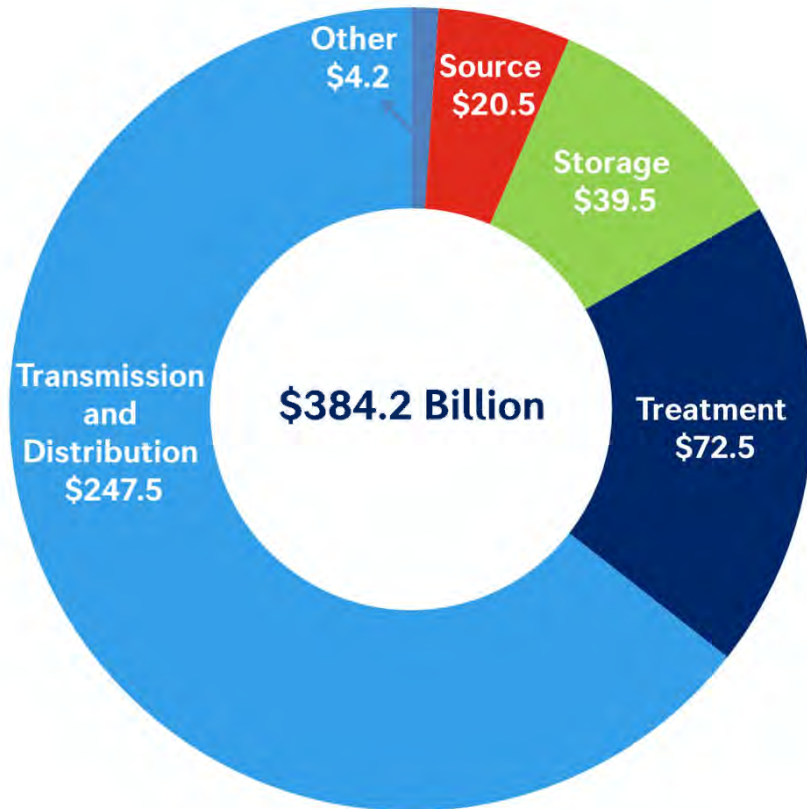
REGULATORY FRAMEWORK FOR U.S. WATER UTILITIES
REGULATORY FRAMEWORK FOR U.S. WATER UTILITIES
REGULATORY FRAMEWORK FOR U.S. WATER UTILITIES
REGULATORY FRAMEWORK FOR U.S. WATER UTILITIES



EPA's Estimated Total National Wastewater Infrastructure Needs

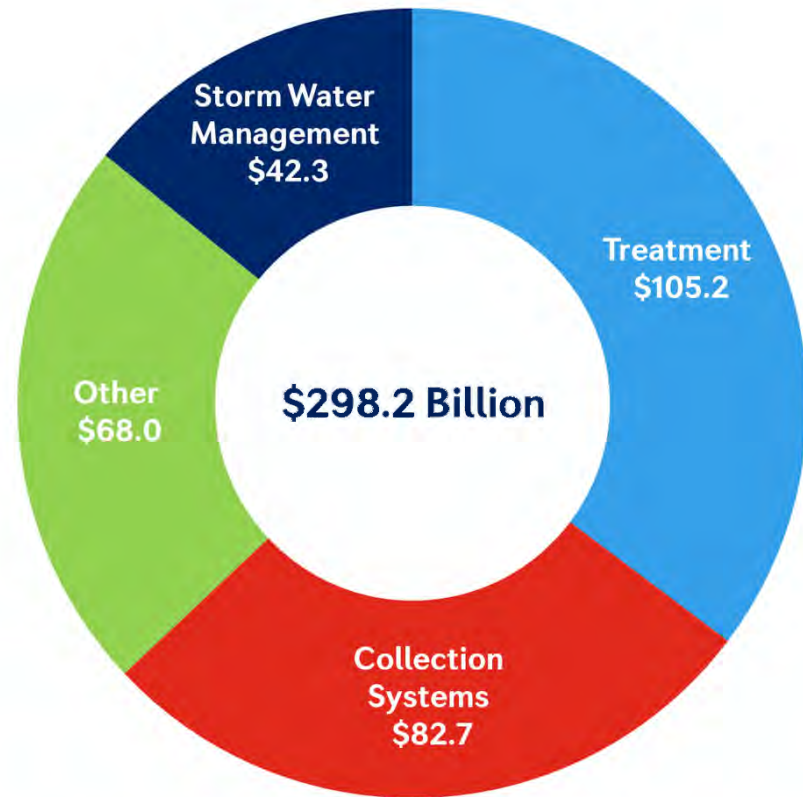
Wastewater Treatment and Collection Systems

Wastewater Treatment



Source: 2013 EPA Needs Survey

Wastewater Collection



Source: 2013 ASCE Infrastructure Report Card

As wastewater systems become more complex, groundwater and distribution

wastewater treatment and collection systems are needed

Acquisitions

- Four water and wastewater deals representing over 1,000 new customers
- Municipal pipeline expands with six pending acquisitions due to close in 2018

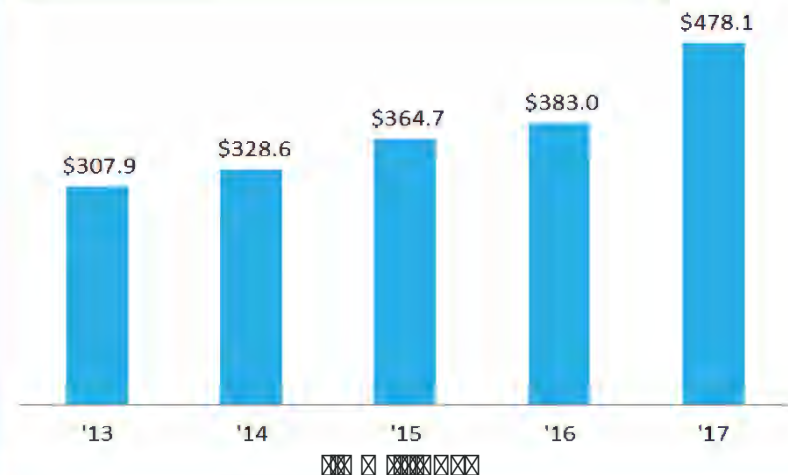
Net Income Per Share



Dividend Growth

- 7% year-over-year dividend growth
- 73 years of consecutive years of quarterly dividends
- Dividend CAGR of 7.9% since 2012

Infrastructure Investment



FULLY OWNED

DRINKING WATER

ENTERPRISE WATER PARTNERSHIP COMPANY



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FINANCIAL RESULTS

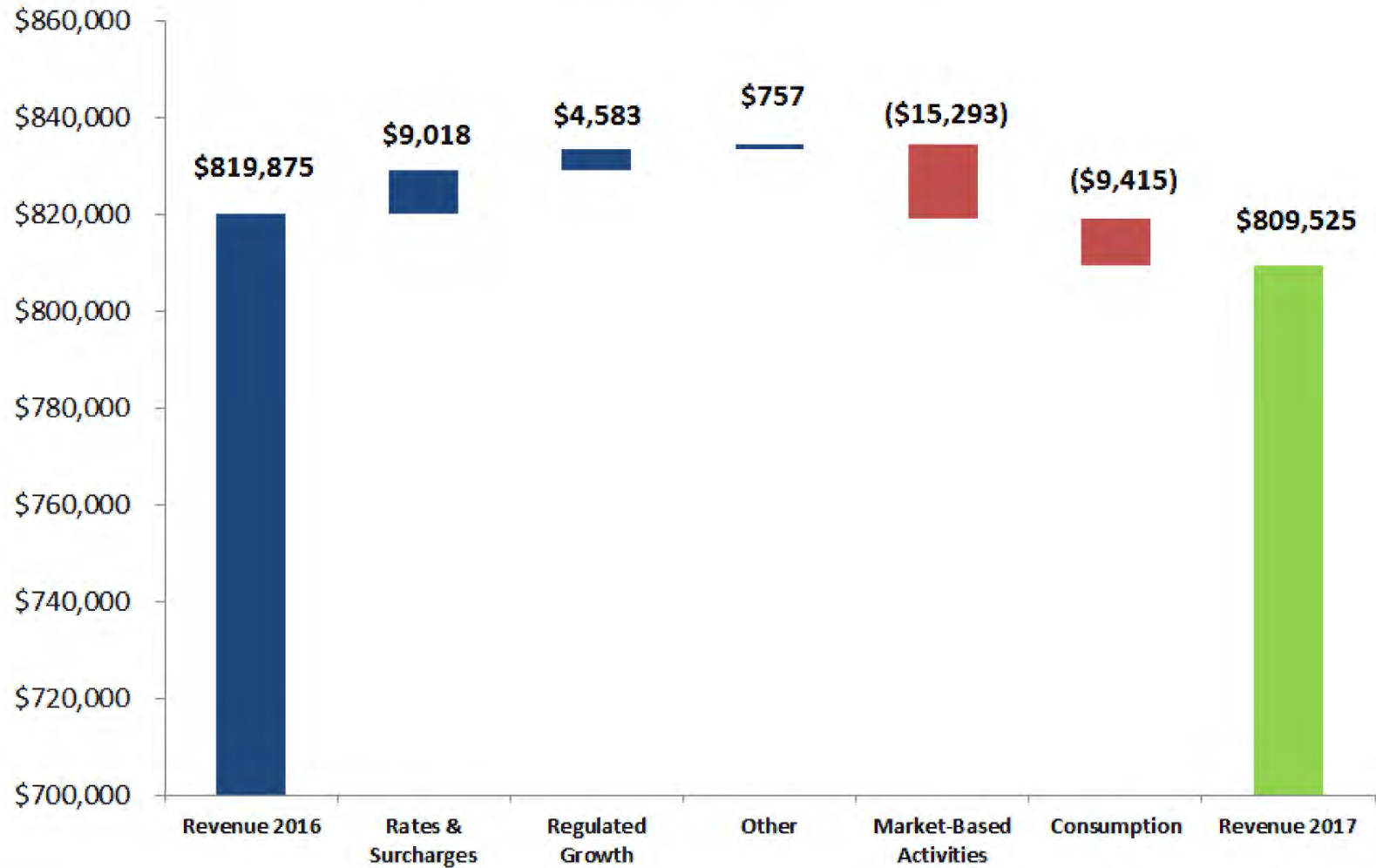
Item	Q3 2023	Q3 2022	Q3 2023	Q3 2022
Revenue	\$1.2B	\$1.1B	▲	\$1.1B
Operating Profit	\$0.3B	\$0.2B	▲	\$0.2B
Operating Loss	\$0.1B	\$0.2B	▼	\$0.2B
Net Income	\$0.2B	\$0.1B	▲	\$0.1B
Net Income	\$0.1B	\$0.1B	▲	\$0.1B

▲ Favorable Change
▼ Unfavorable Change

Operating Revenues

FY 2017 vs FY 2016

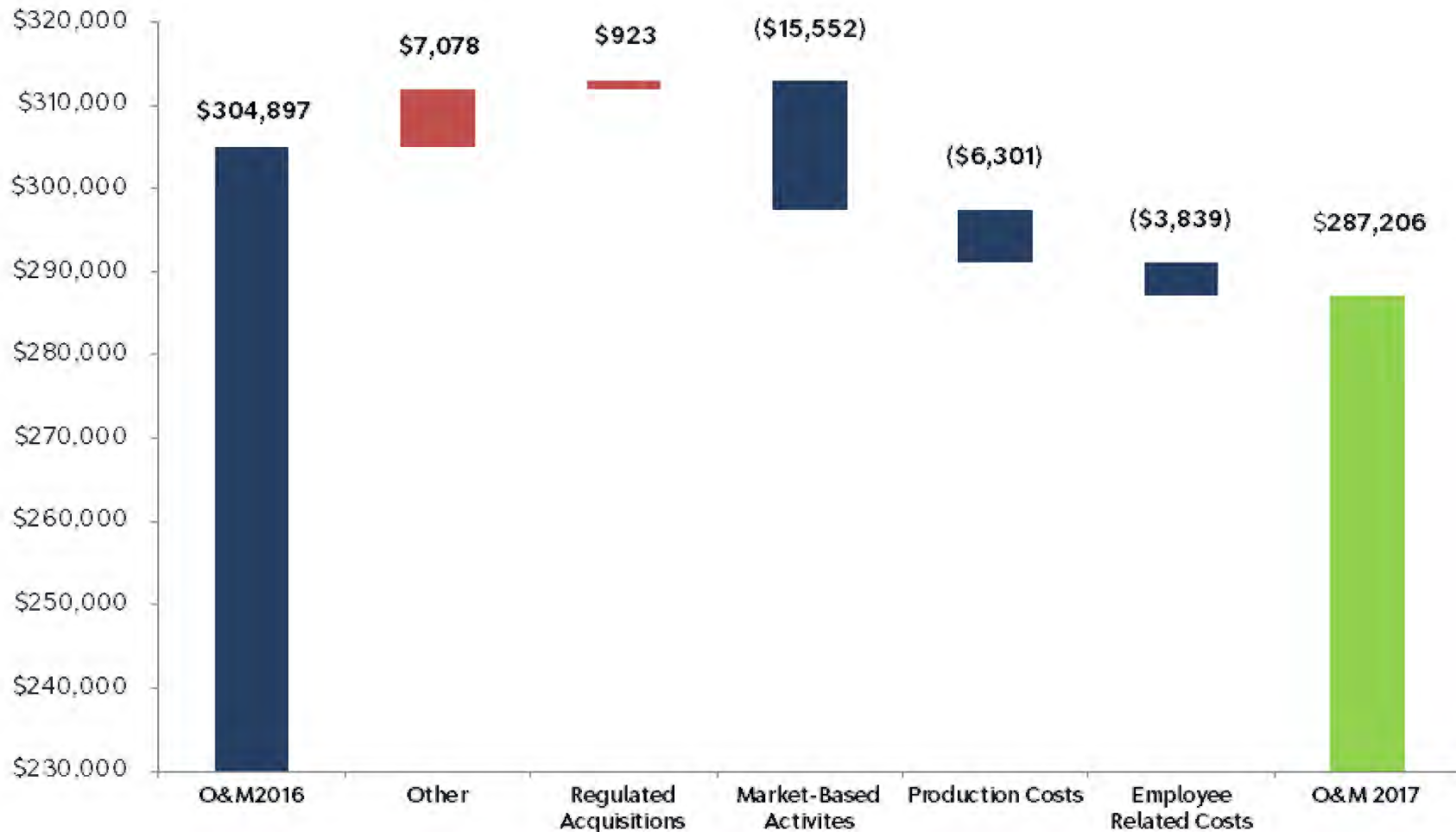
Changes in Operating Revenues (\$thousands)



OPERATIONS AND MAINTENANCE EXPENSES

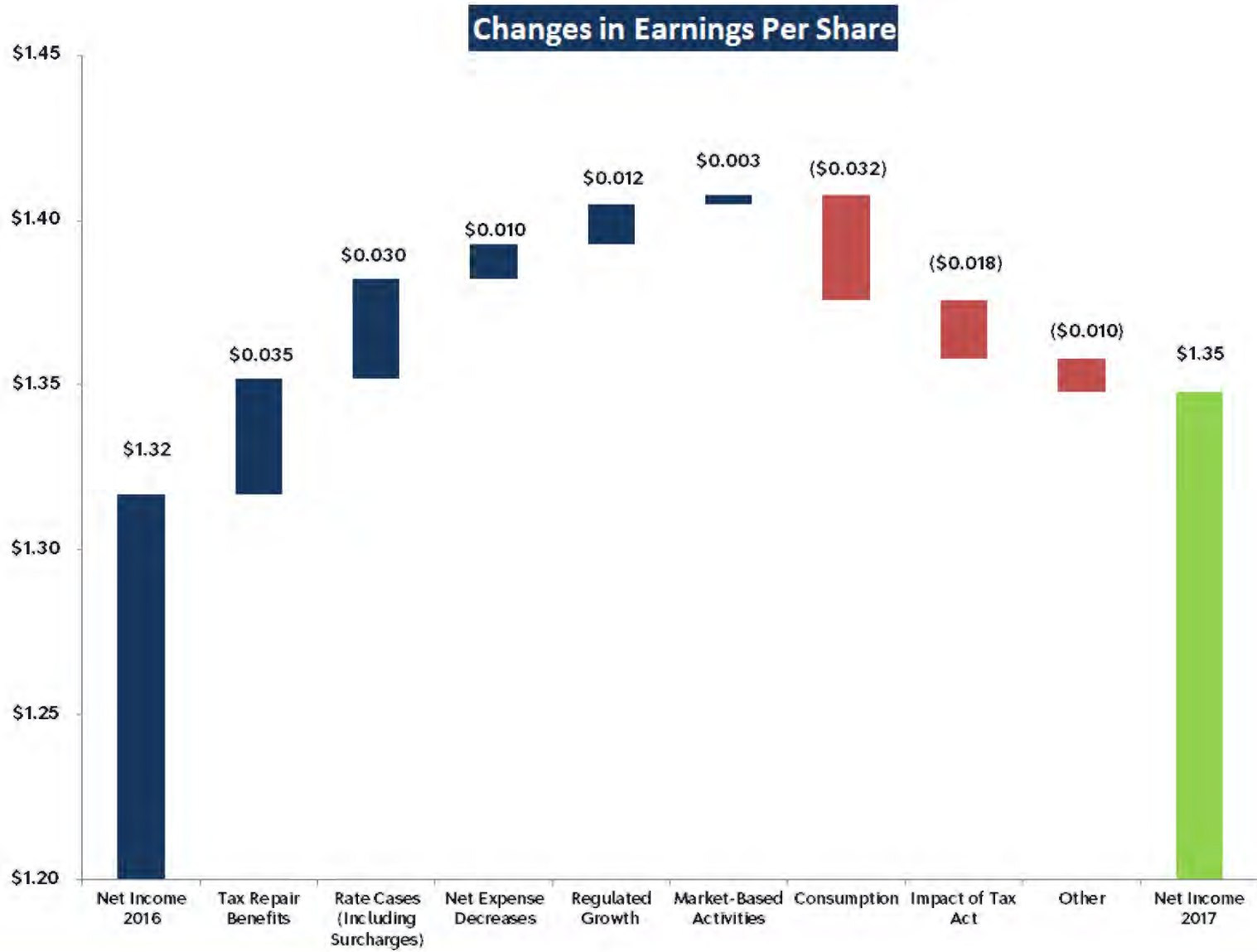
FY 2017 vs FY 2016

Changes in Operations and Maintenance Expenses (\$thousands)



Environmental, Social & Governance

FY 2017 vs FY 2016



THE RISK OF OBLIGATIONS

WARRANTS

WARRANTS

- WARRANTS ARE SECURED BY THE COMPANY'S ASSETS

THE COMPANY'S WARRANTS ARE SECURED BY THE COMPANY'S ASSETS

UNLESS OTHERWISE SPECIFIED, THE WARRANTS ARE SECURED BY THE COMPANY'S ASSETS

WARRANTS

THE COMPANY'S WARRANTS ARE SECURED BY THE COMPANY'S ASSETS

EXERCISE

- NOTIFICATION OF EXERCISE PAID BY NOL
- PAYMENT OF EXERCISE PRICE BY MORTGAGEE

AQUA T R

AQUA T R F T R

R AQUA T R

R AQUA DR

R AQUA L CR

R AQUA L

T R F T R

CORPORATE & CORPORATE TAX RATES

APPLICABLE ENTITY TYPE

	CORPORATE TAX RATES	CORPORATE TAX RATES
REVENUE	35%	21%
EMPLOYMENT	35%	21%
PROFITABLE INCOME	35%	21%
<i>Federal Tax Rate</i>	<i>35%</i>	<i>21%</i>
FEDERAL INCOME TAX	35%	21%
NET INCOME	35%	21%

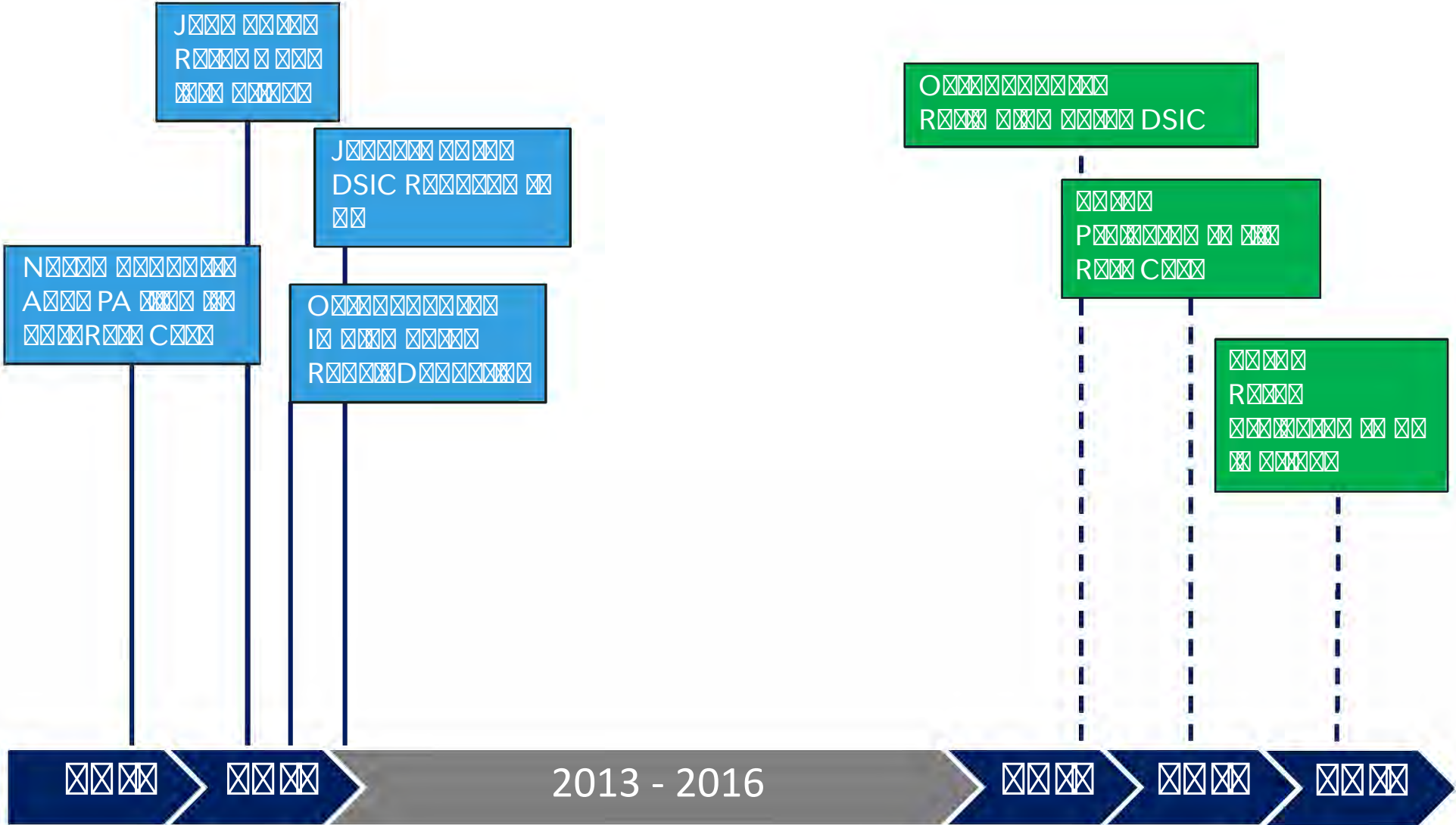
Taxonomy of CAC and CIAC

- ERM, EMU, ECU, M, CAC, CIAC, A, B, S
- T, S, B, S
- B, S
- S, B, S

K&B

- R&B is a key driver of growth and profitability
- High quality of R&B spending
- R&B is a key driver of growth and profitability
- High quality of R&B spending
- R&B is a key driver of growth and profitability
- High quality of R&B spending

PA R C S X X



RESEARCH AND DEVELOPMENT

RESEARCH AND DEVELOPMENT
INVESTMENT

RESEARCH AND DEVELOPMENT INVESTMENT
IN R&D IN THE UNITED STATES
AND ABROAD

RESEARCH AND DEVELOPMENT
INVESTMENT

RESEARCH AND DEVELOPMENT INVESTMENT
IN R&D IN THE UNITED STATES
AND ABROAD

RESEARCH AND DEVELOPMENT INVESTMENT IN R&D IN THE UNITED STATES AND ABROAD

RESEARCH AND ANALYSIS

COMMERCIAL BANKS AND FINANCIAL INSTITUTIONS

PROFITABLE RECENT COST CUTS SUPPORTING GROWTH

Bank's strong performance in 2023, driven by cost-cutting measures and operational efficiency, supported by strong capital ratios and a solid asset base. The bank's focus on core banking and digital transformation is expected to drive long-term growth and profitability.

ANALYSIS OF THE BANK'S PERFORMANCE AND FINANCIAL POSITION

O O

R F

E V P C O O

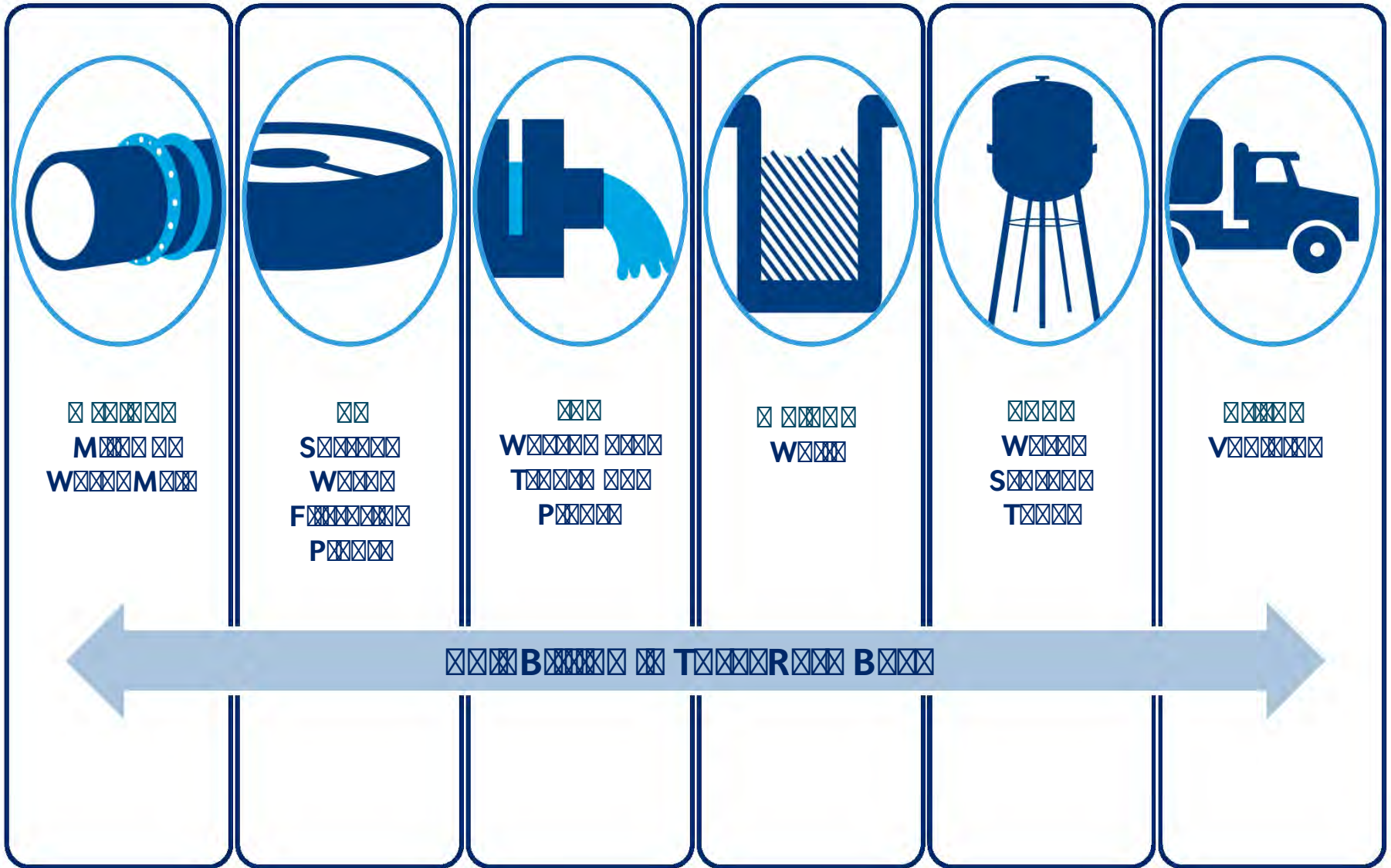


AQUA SM

NYSE WTR

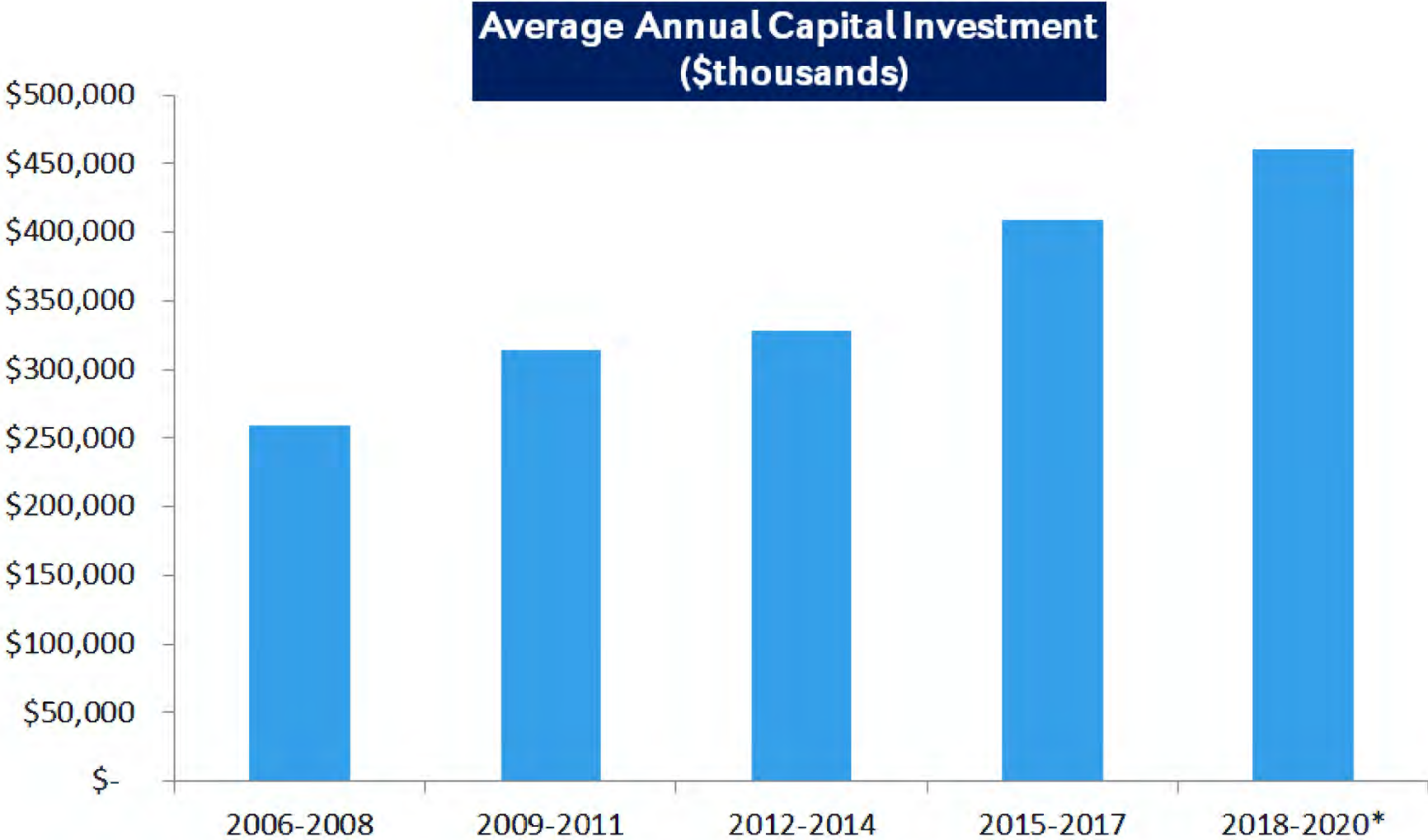
INTEGRATED WATER MANAGEMENT FRAMEWORK

THE DIVERSIFIED WATER BUSINESS



Building for the Future

Regulated Operations

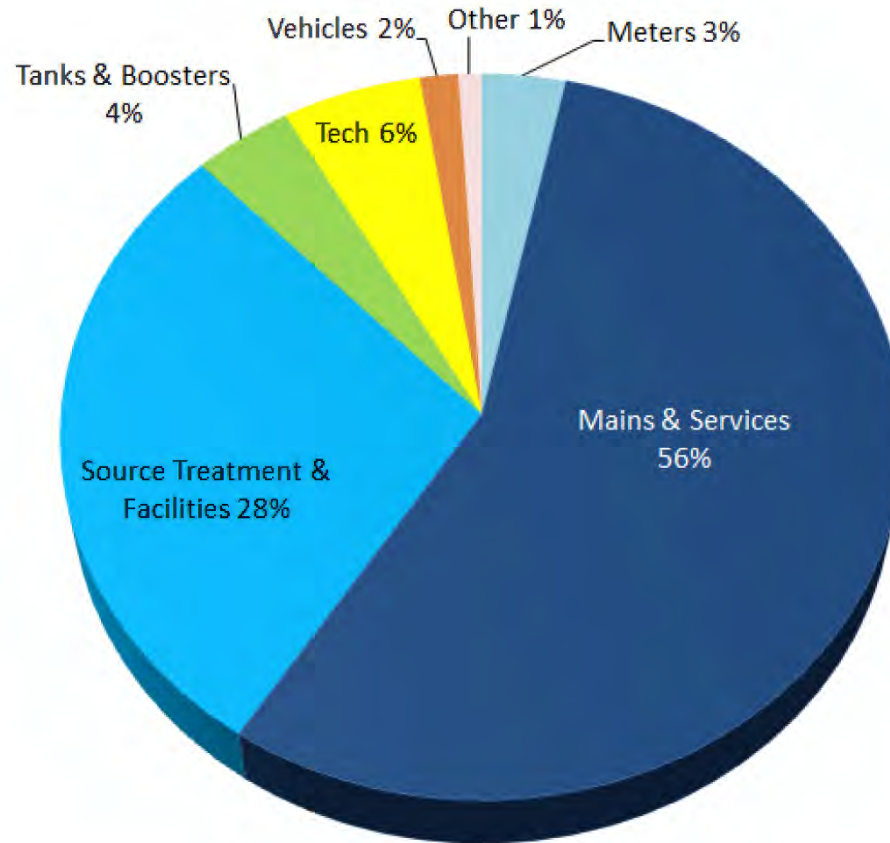


*2018 to 2020: forecasted annual capital investments



REGISTRATION OFFICER

Capital Investment Breakdown 2018 - 2020



YEAR TOTAL

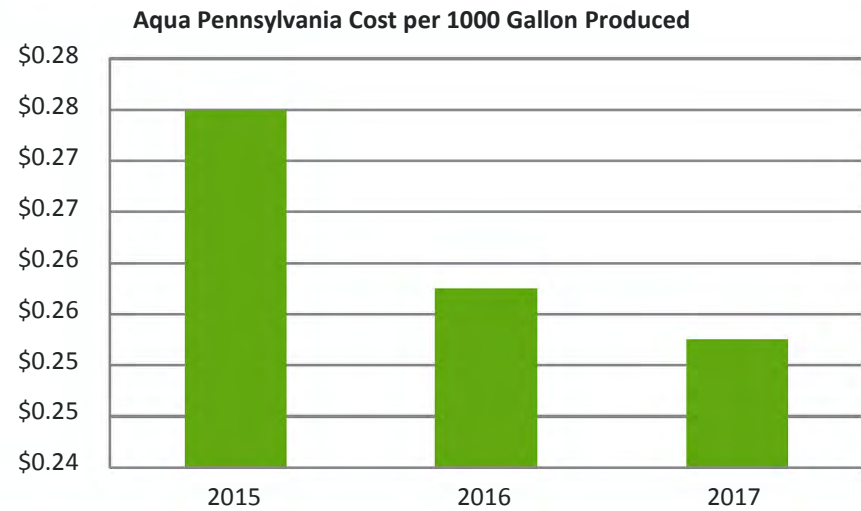
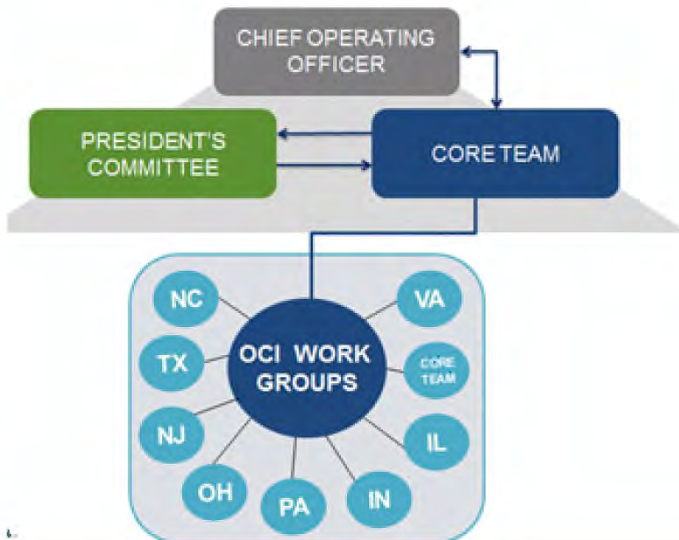
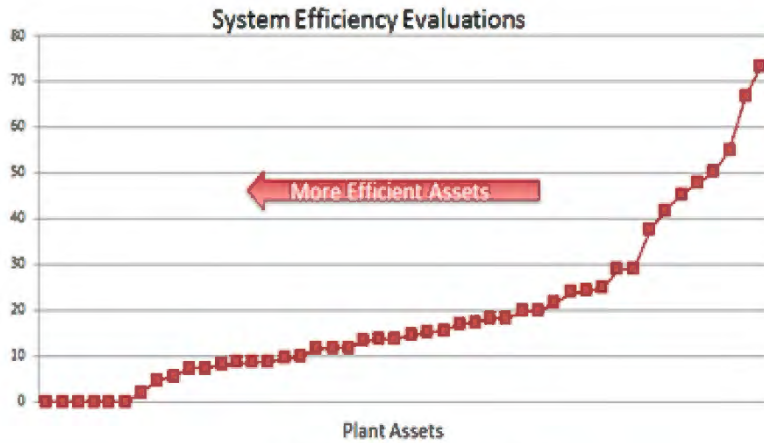
STOCKS BY STATE AND MARKET

MARKET DIVERSIFICATION

STATE	RETAIL BANKING AND FINANCIALS	WEALTH MANAGEMENT	WEALTH MANAGEMENT AND FINANCIALS
PA	1	1	1
OH	1	1	1
IL	1	1	1
TX	1	1	1
NJ	1	1	1
NC	1	1	1
IN	1	1	1
VA	1	1	1
TOTAL	1	1	1

Energy Optimization

- R█████ C████
- O██████████E██████████
- I██████████A██████████



S A



L R U

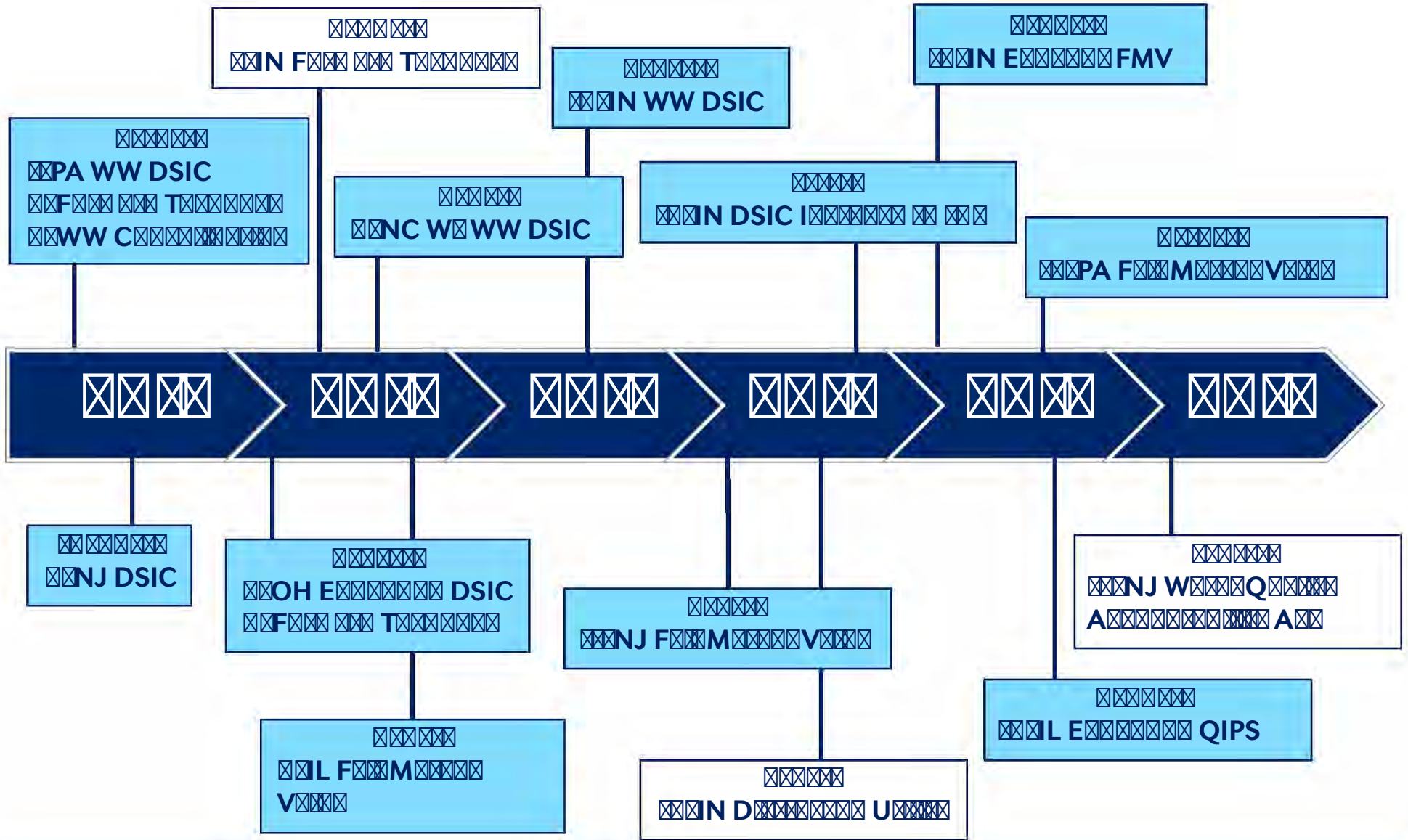
K J

V P R G E A



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WATER WASTEWATER REFINERY TRUST



AQUA S&P 500 INDEX

S&P 500	AQUA S&P 500 INDEX
IL	IL AQUA INDEX
IN	IN
NC	NC
NJ	NJ
OH	OH AQUA INDEX
PA	PA AQUA INDEX

WATER

DSIC A

T

N



W



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M



W



H



M



F



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V



W

I



P

BENEFICIAL OWNERSHIP REPORT

- A shareholder who has acquired or disposed of securities of the issuer in a transaction that is not an open market transaction
- Person who has acquired or disposed of securities of the issuer in a transaction that is not an open market transaction
- Voting power
- Acquisition of securities of the issuer in a transaction that is not an open market transaction
- Information regarding the acquisition or disposition of securities of the issuer in a transaction that is not an open market transaction

SECURITY	
CASH MARKET FMV ACQUISITION OF IL	
NUMBER OF SHARES	PERCENTAGE OF OUTSTANDING
NUMBER OF SHARES ACQUIRED	PERCENTAGE OF OUTSTANDING
CASH MARKET ACQUISITION	PERCENTAGE OF OUTSTANDING
EXERCISE OF WARRANTS	PERCENTAGE OF OUTSTANDING
NUMBER OF UNEXERCISED WARRANTS	PERCENTAGE OF OUTSTANDING

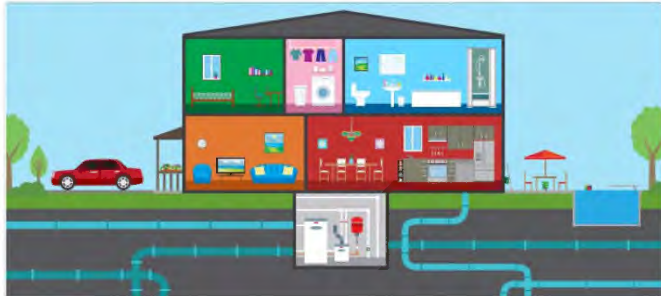
COMMUNITY CONNECTIONS



AQUA Aqua
@MyAquaAmerica

Follow

Have you explored our tips for living a #WaterSmart life? There are ways to reduce #water usage around every corner: bit.ly/1gGF3VP



Infrastructure, Operating Costs Drive Rate Request

In the last two years, Aqua Virginia has spent about \$3.3 million in the Lake Monticello community on capital improvements to provide and improve water and wastewater services to customers while complying with health and environmental regulations. Aqua filed

Water is Essential



AQUA Blog

<< Water Conservation: Back to School Edition | Aqua Leadership Travels to Panama to Provide Water Quality Expertise >>

Imagine a Day Without Water: Creating Awareness for Our Most Valuable Resource

September 14th, 2016 2:12 PM

Comments (0)



HOW WE CARE FOR OUR COMMUNITIES THROUGH OUR PEOPLE



G E N E R A L S E C U R I T Y

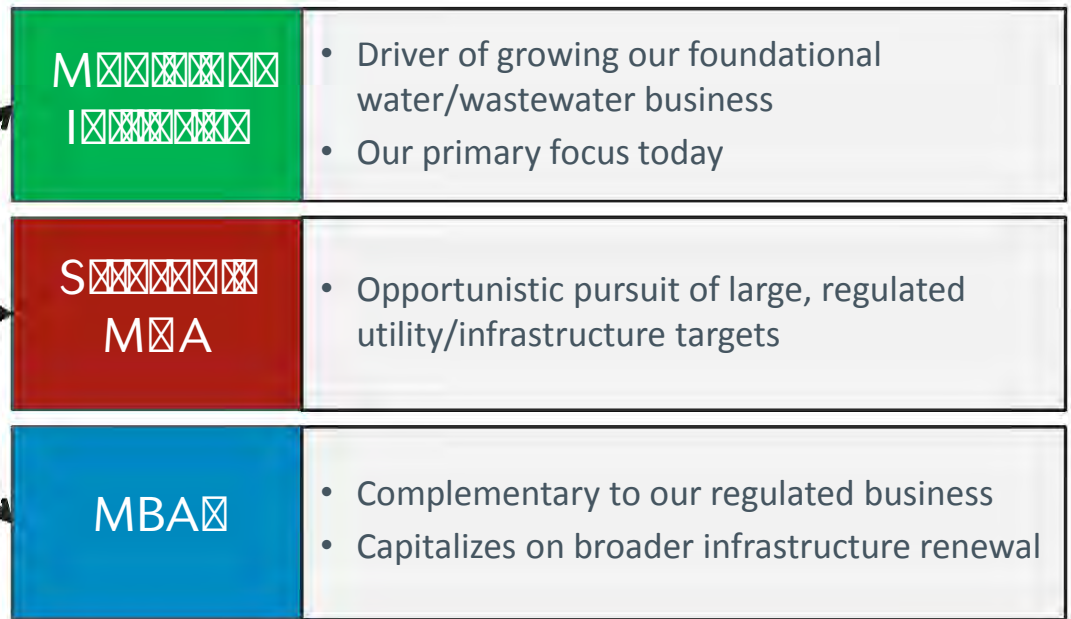
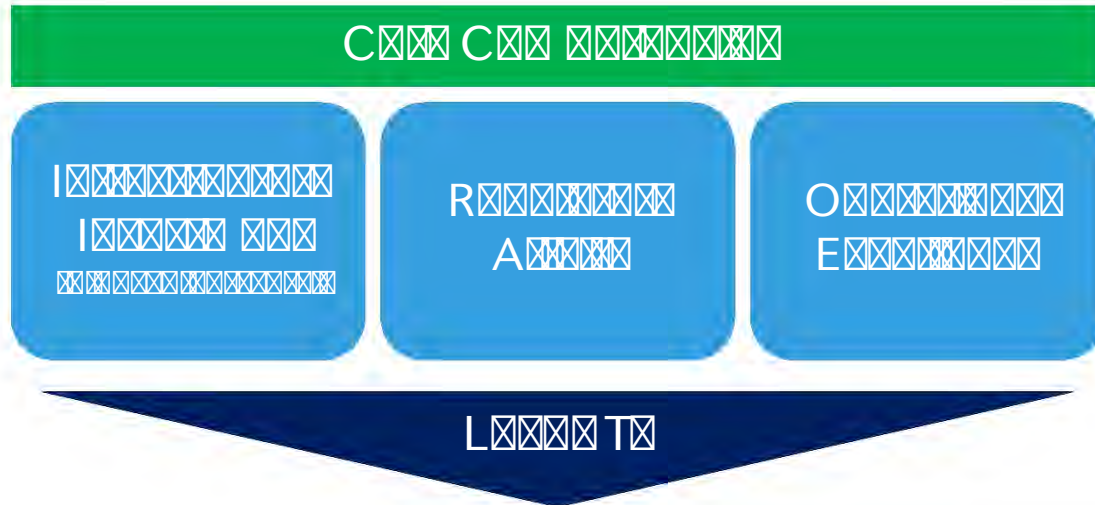
D E S I G N

E N V I R O N M E N T A L P R O T E C T I O N S E C T O R C O M P A N Y D E S I G N



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NYSE:WTR

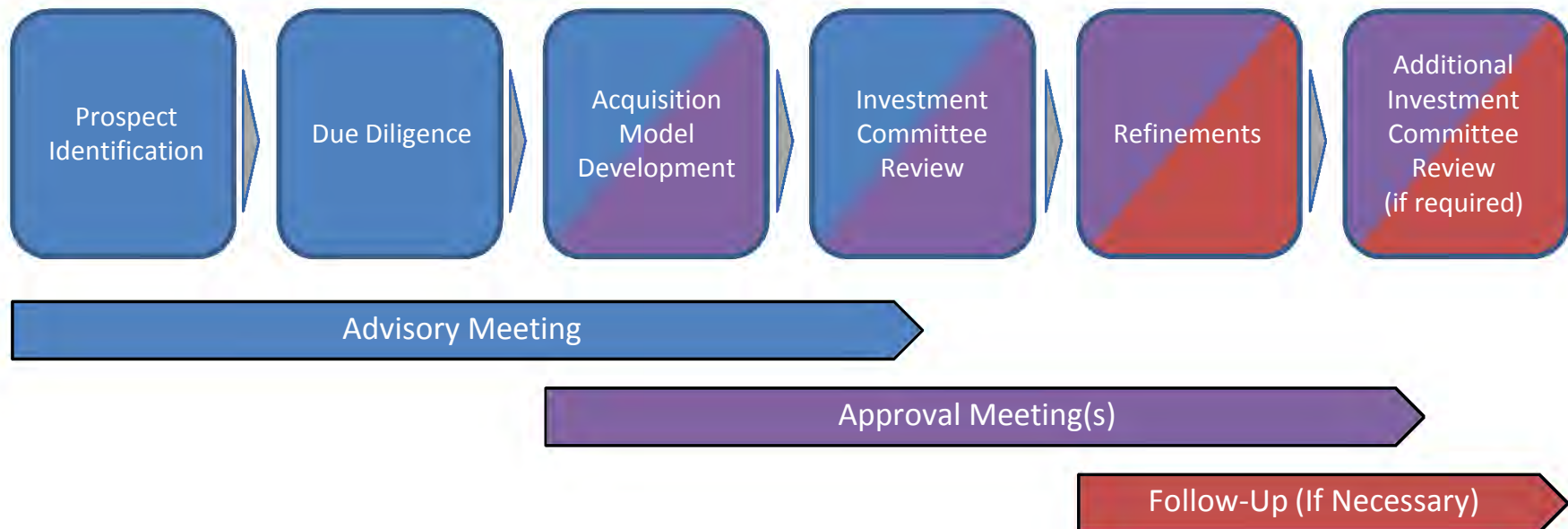
AQUA ACQUISITION STRATEGY



Acquisition Process

Our Investment Committee (IC) process is a “well-oiled machine” through which the company’s executives review, shape, and approve/reject acquisition opportunities.

“Kitchen Cabinet” Meeting: Prior to presenting to full IC, states use the “Kitchen Cabinet” for guidance

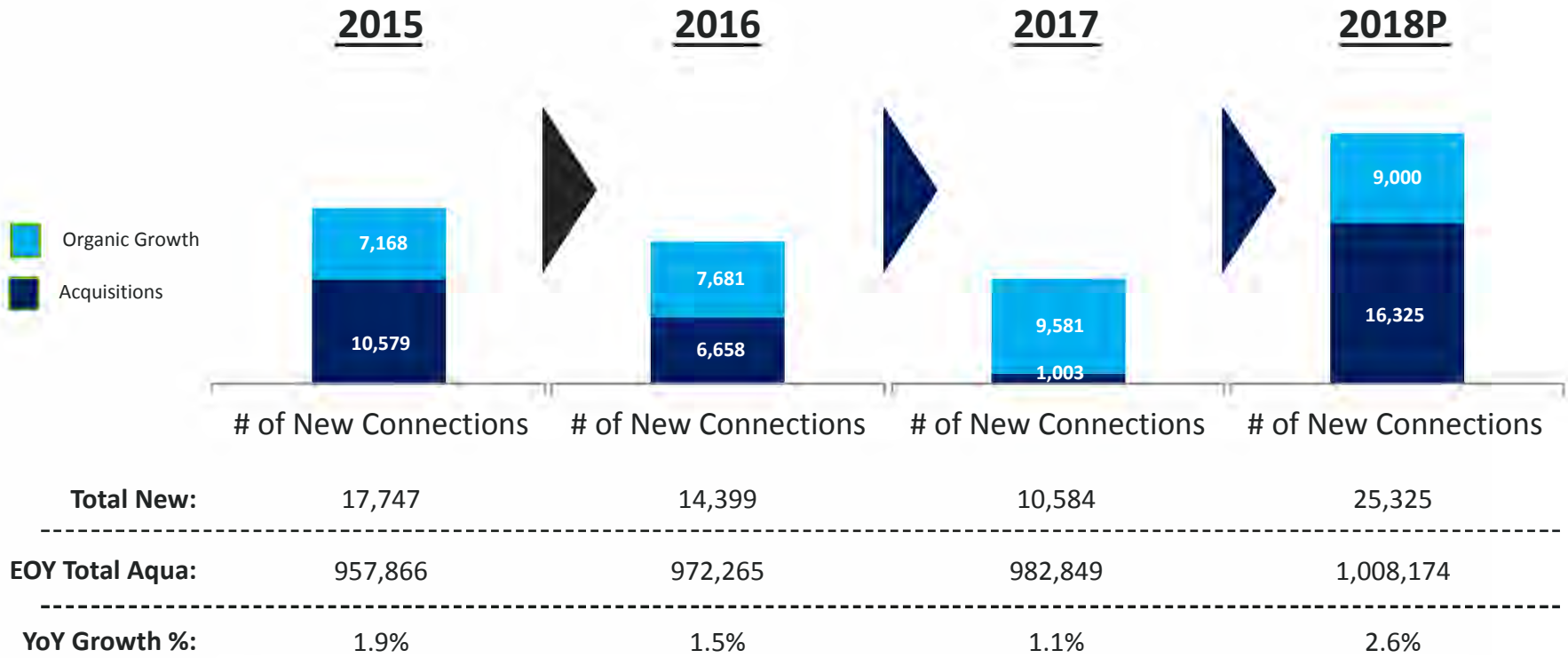


2017 Total Activity

- **Number of “Kitchen Cabinet” Meetings:** 11 meetings
- **Number of IC Meetings and Follow-Up Calls:** 21 regularly scheduled and 7 follow-up meetings to further assess acquisitions
- **Total potential acquisitions reviewed:** 37

Historical Growth Projections

If we include our 2018 projections, from 2015 to 2018, we will average a total of ~17,000 new customers per year, with an average of ~8,600 from acquisitions.



Two transactions that were expected to close in 2017 shifted to 2018.

We have six municipal acquisitions that are signed and slated to close in 2018.

Acquisition ¹	Type	Approx. Number of Customers	Approx. Purchase Price (\$000s)
<i>Expected to Close in 2018</i>			
System A	WW	5,400	\$75,100
System B	WW	2,100	\$29,500
System D	W	600	\$3,600
System E	W / WW	2,987	\$12,300
System F	WW	3,838	\$25,200
System G	WW	1,400	\$5,000
Total		16,325	\$150,700

1) System C (Tobyhanna, PA) closed in 2017

Large Municipal Acquisitions Drive

Our 10 largest municipal potential acquisitions total over 289,000 connections.

Target	Approx. # of Customers	Type
System 1	85,000	W
System 2	50,000	W
System 3	45,000	W
System 4	30,000	W / WW
System 5	25,000	W / WW
System 6	25,000	WW
System 7	10,000	WW
System 8	8,000	W / WW
System 9	7,000	WW
System 10	4,600	WW
Total	289,600	☒

These large targets are in four of our states.

S&P 500 INDEX

COMPANIES

CONSTITUTES THE INDEX



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NYSE LISTING REQUIREMENTS

FINANCIAL STATEMENTS

• Filing of financial statements with the SEC and the NYSE

CORPORATE GOVERNANCE

- Independent members of the board of directors
- Independent members of the audit committee
- Independent members of the compensation committee
- RAC (Risk Assessment Committee) or similar

RISK ASSESSMENT

• Annual PRC (Public Risk Committee) or similar

COMPLIANCE

GOVERNANCE

• Compliance with NYSE listing requirements

Q&A SESSION



AQUASM
NYSE:WTR

For more information contact:
Brian Dingerdissen
Vice President, Chief of Staff and Investor Relations
610.645.1191
BJDingerdissen@AquaAmerica.com



A



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2023 Financial Performance Review

Item	Q1 2023	Q1 2022	Change
Revenue	\$1.2B	\$1.1B	▲
Operating Profit	\$0.8B	\$0.7B	▲
Net Income	\$0.6B	\$0.5B	▲
Adjusted Earnings	\$0.5B	\$0.4B	▲
Operating Expenses	\$0.4B	\$0.4B	▲
Net Interest Expense	\$0.2B	\$0.2B	▲
Net Income Tax	\$0.1B	\$0.1B	▲

 Favorable Change
 Unfavorable Change

Operating Revenues

Q4 2017 vs Q4 2016

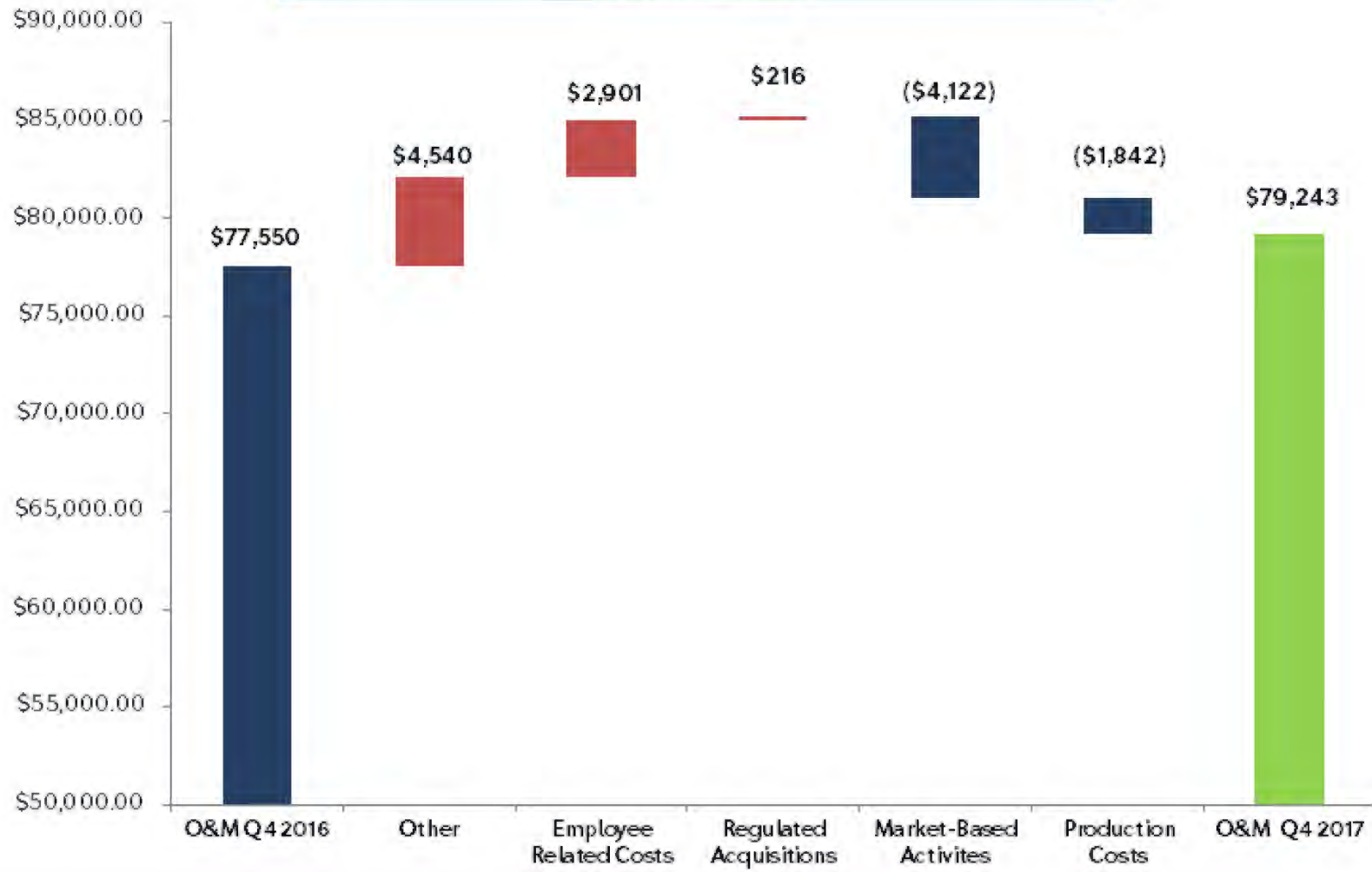
Changes in Operating Revenues (\$thousands)



OPERATIONS AND MAINTENANCE EXPENSE

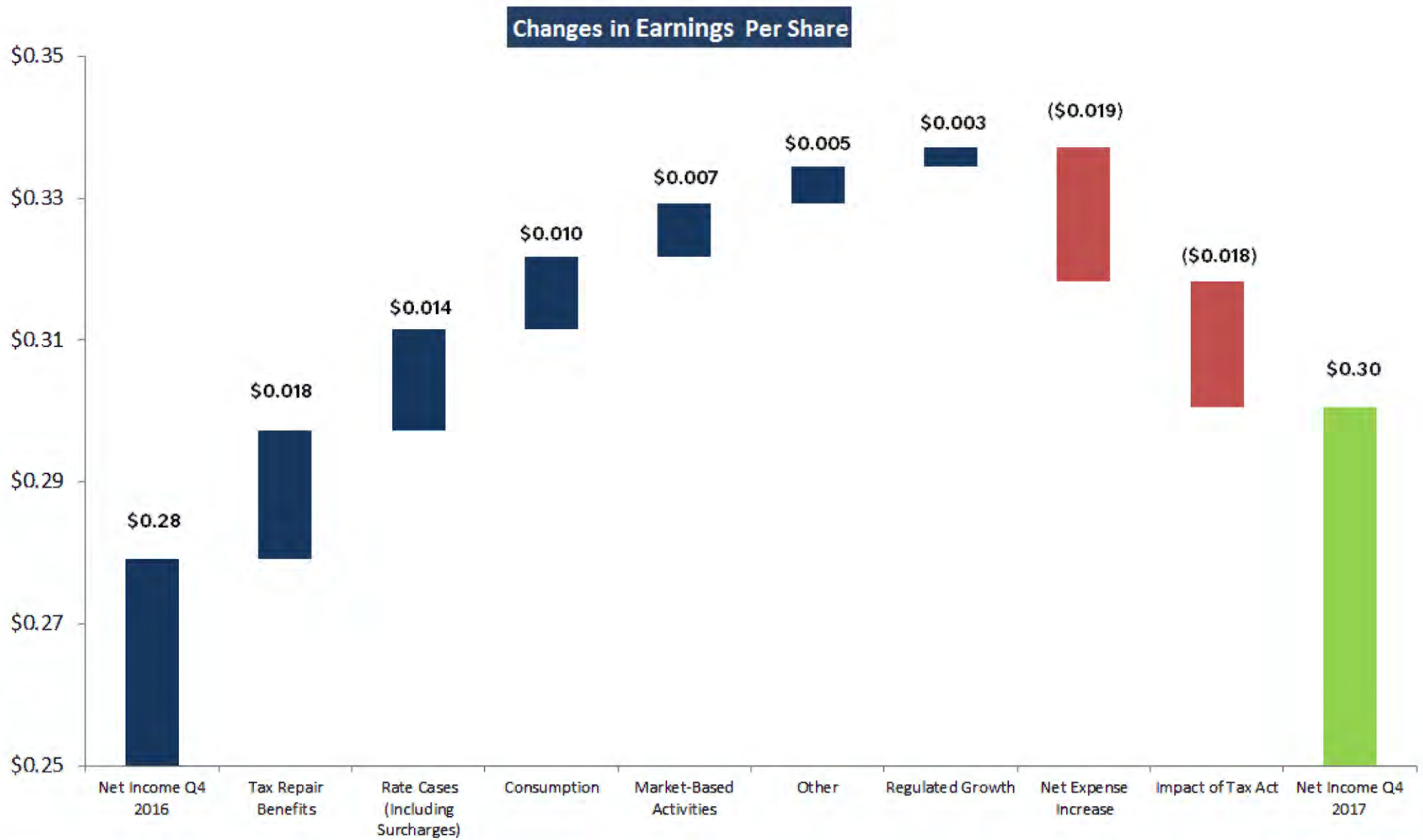
Q4 2017 vs Q4 2016

Changes in Operations and Maintenance Expense (\$thousands)



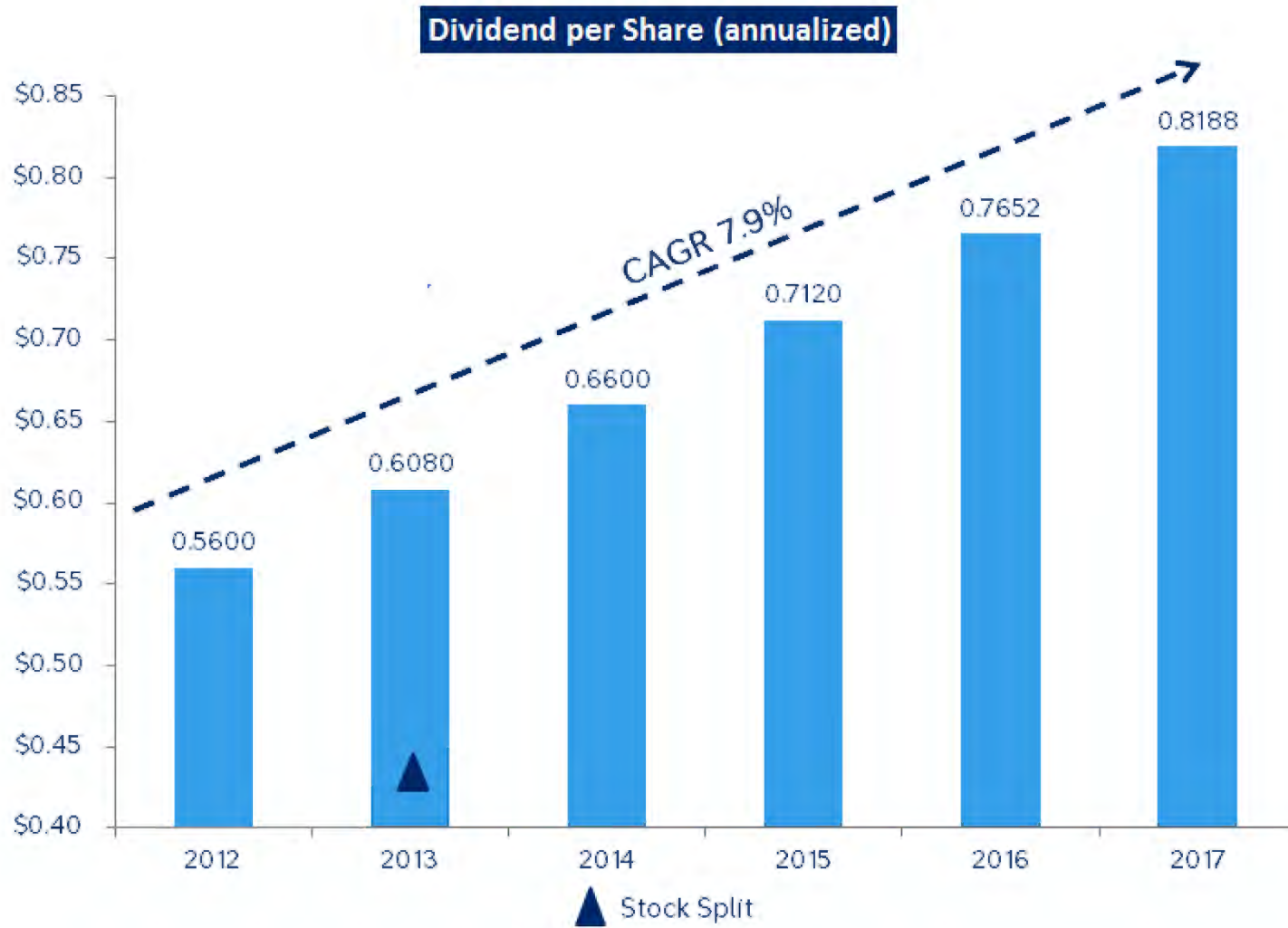
Financial Results

Q4 2017 vs Q4 2016



Dividend History

Our dividend history is a testament to our commitment to our shareholders and our strong financial performance.



RATES AND SURCHARGES | REGULATORY INFORMATION | SUPPLEMENTAL COST INFORMATION

REGULATORY INFORMATION

REGULATORY INFORMATION			
STATE	DEPARTMENT OF WATER	TITLE	APPROVED AND REGULATED RATES AND SURCHARGES
ILLINOIS	REGULATORY	RATE CODE 100	REGULATED
ILLINOIS	REGULATORY	REGULATORY 100	REGULATED
	REGULATORY	REGULATORY 100	REGULATED
	REGULATORY	REGULATORY 100	REGULATED
	REGULATORY	REGULATORY 100	REGULATED
	REGULATORY	REGULATORY 100	REGULATED
	REGULATORY	REGULATORY 100	REGULATED
	REGULATORY	REGULATORY 100	REGULATED
NEW JERSEY	N/A	REGULATORY 100	REGULATED
	N/A	REGULATORY 100	REGULATED

Rates and Surcharges differentiated by water (w) and wastewater (ww) systems

(Continued on next page)

RATES AND SURCHARGES | REGULATORY INFORMATION | SERVICE CHARGES

REGULATORY INFORMATION

REGULATORY INFORMATION

REGULATORY INFORMATION			
SECTION	DESCRIPTION	TITLE	APPLICABLE REGULATORY INFORMATION
NORTH CAROLINA	WATER SUPPLY A	SCHEDULED	
	WATER SUPPLY A	SCHEDULED	
	WATER SUPPLY A	SCHEDULED	
	WATER SUPPLY A	SCHEDULED	
	WATER SUPPLY A	SCHEDULED	
	WATER SUPPLY A	SCHEDULED	
	WATER SUPPLY A	SCHEDULED	
	WATER SUPPLY A	SCHEDULED	
	WATER SUPPLY A	SCHEDULED	
OHIO	OPERATING & MAINTENANCE	RATE CHARGE	
	OPERATING & MAINTENANCE	RATE CHARGE	
	OPERATING & MAINTENANCE WW/AIR	RATE CHARGE	
PENNSYLVANIA	MAINTENANCE	SCHEDULED	
	MAINTENANCE	SCHEDULED	
	MAINTENANCE	SCHEDULED	

Rates and Surcharges differentiated by water (w) and wastewater (ww) systems

(Continued on next page)

RATES AND SURCHARGES | WATER AND WASTEWATER SYSTEMS

CONNECTION FEE | MONTHLY FEE

RATES AND SURCHARGES WATER AND WASTEWATER SYSTEMS			
SEWER	DAILY/ANNUAL FEE	TAXES	ADDITIONAL ADDITIONAL RATES AND SURCHARGES
VARIABLE	PURCHASE PRICE PURCHASE PRICE	RATE CLASS RATE CLASS	
TAXES			

Rates and Surcharges differentiated by water (w) and wastewater (ww) systems

RATES AND SURCHARGES DIFFERENTIATED BY WATER (W) AND WASTEWATER (WW) SYSTEMS

RATES AND SURCHARGES DIFFERENTIATED BY WATER (W) AND WASTEWATER (WW) SYSTEMS			
SYSTEM	DESCRIPTION	TERRITORY	APPLICABLE AVERAGE RATES AND SURCHARGES
North Carolina	W-218, Sub 363A	SOUTHWESTERN	0.00
	W-218, Sub 363A	SOUTHWESTERN	0.00
	W-218, Sub 363A	SOUTHWESTERN	0.00
OHIO	OHIO	RATE CLASS	0.00
	OHIO	RATE CLASS	0.00
PENNSYLVANIA	MIDDLE	SOUTHWESTERN	0.00
		TERRITORY	0.00

Rates and Surcharges differentiated by water (w) and wastewater (ww) systems

RATES AND SURCHARGES

REGULATORY AND FINANCIAL STATEMENTS

REGULATORY AND FINANCIAL STATEMENTS			
STATE	DEPARTMENT	TITLE	REGULATORY AGENCY REGULATORY INSTRUMENT EFFECTIVE DATE
VIRGINIA	PURCHASING	RATE CASE (w)	2017
ILLINOIS	WR1601090	RATE CASE (w)	2017
NEW JERSEY	WR1601090	RATE CASE (w)	2017
		TITLE	2017

Rates and Surcharges differentiated by water (w) and wastewater (ww) systems

Earnings Call

AQUASM

NYSE: WTR



First Quarter 2017

May 4, 2017

Forward Looking Statement

This presentation contains in addition to historical information, forward looking statements based on assumptions made by management regarding future circumstances over which the company may have little or no control, that involve risks, uncertainties and other factors that may cause actual results to be materially different from any future results expressed or implied by such forward-looking statements. These factors include, among others, the following: general economic and business conditions; weather conditions affecting customers' water usage or the company's cost of operations; costs arising from changes in regulations; regulatory treatment of rate increase requests; availability and cost of capital; the success of growth initiatives, including pending acquisitions; the ability to generate earnings from capital investment; and other factors discussed in our Form 10-K for the fiscal year ended December 31, 2016, which is on file with the SEC. We undertake no obligation to publicly update or revise any forward-looking statement.

Non-GAAP Reconciliation

For reconciliation of non-GAAP financial measures, see the Investor Relations section of the company's Web site at www.aquaamerica.com

Today's Presenters



Christopher Franklin

President &
Chief Executive Officer



Dave Smeltzer

Executive Vice President &
Chief Financial Officer



Brian Dingerdissen

Vice President, Chief of Staff
& Investor Relations

Introduction

Christopher Franklin

President and Chief Executive Officer



AQUASM

NYSE: WTR

Today's Agenda



- Corporate Update



- Quarter Highlights



- Summary of Financial Results



- 2017 Guidance

Corporate Update



Corporate Update



2017 First Quarter Highlights

Year-to-date Customer Growth

- 262 additional connections from acquisitions
- 0.2% customer growth from organic growth and acquisitions
- 4 pending municipal acquisitions

Quarterly Cash Dividend of \$0.1913

- 72nd year of paying a consecutive quarterly dividend
- 26th dividend increase in 25 years

Operating Revenue (\$millions)



Net Income per Common Share



Pending Acquisition Activity

as-of May 4, 2016

2017 Anticipated Closings

System	Type	Customers	Purchase Price (\$thousands)
System A	Muni	5,400	\$75,000
System B	Muni	2,100	\$29,000
System C	Muni	700	\$5,500
System D	Muni	600	\$3,600
	Total	8,800	\$113,100

Summary of Financial Results

Dave Smeltzer

Executive Vice President and Chief Financial Officer



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2017 Financial Results

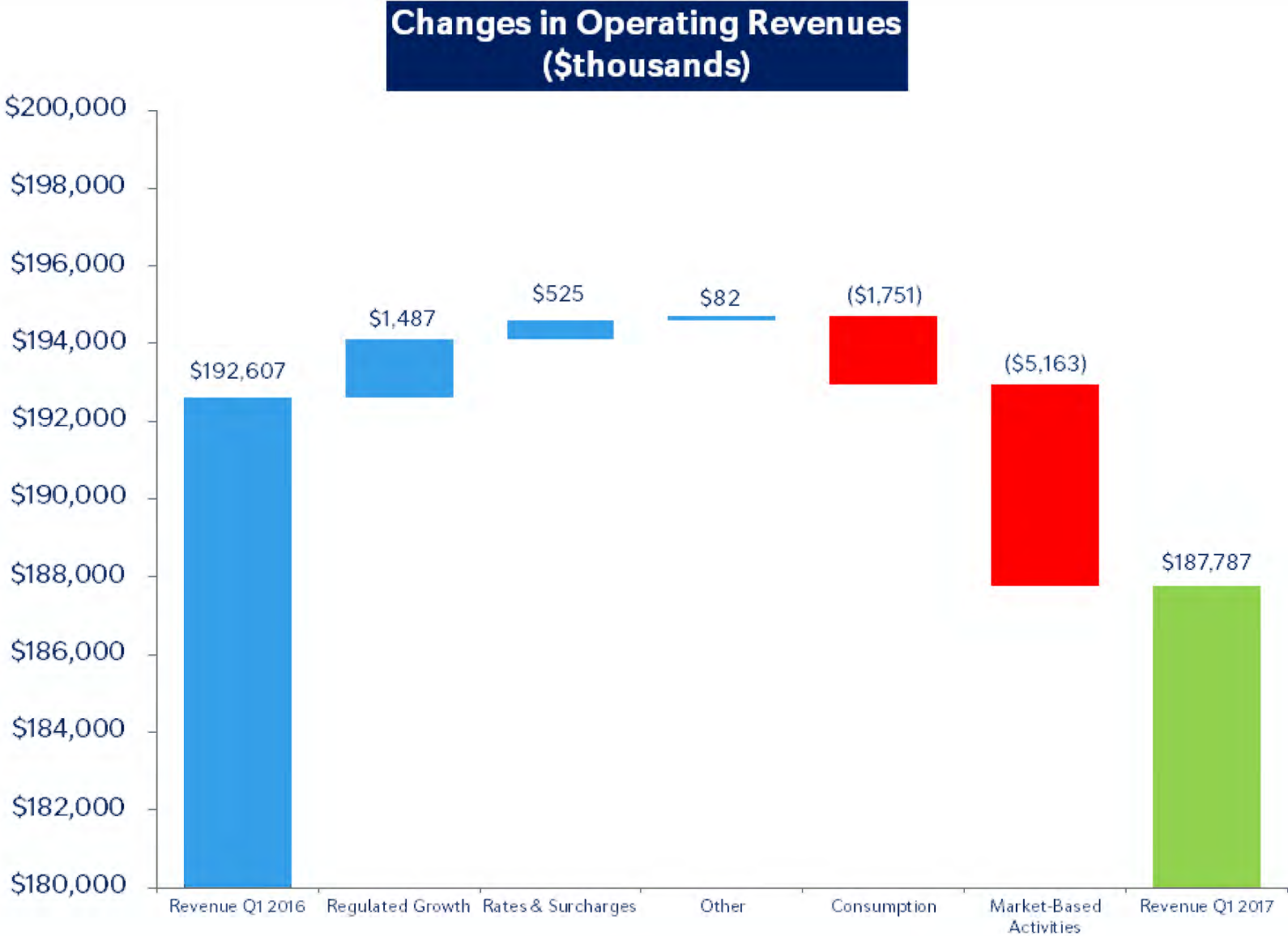
	In millions except per share	Q1 2017		Q1 2016	Variance
Revenue		\$187.8	▼	192.6	(2.5%)
Regulated Segment Revenue		\$186.3	▲	\$186.0	0.2%
Operations and Maintenance Expense		\$69.1	▼	\$73.5	(6.0%)
Regulated Segment Operations and Maintenance Expense		\$67.5	▲	\$67.3	0.3%
Net Income		\$49.1	▼	\$51.7	(5.2%)
Net Income per Share		\$0.28	▼	\$0.29	(3.4%)

 Favorable Change

 Unfavorable Change

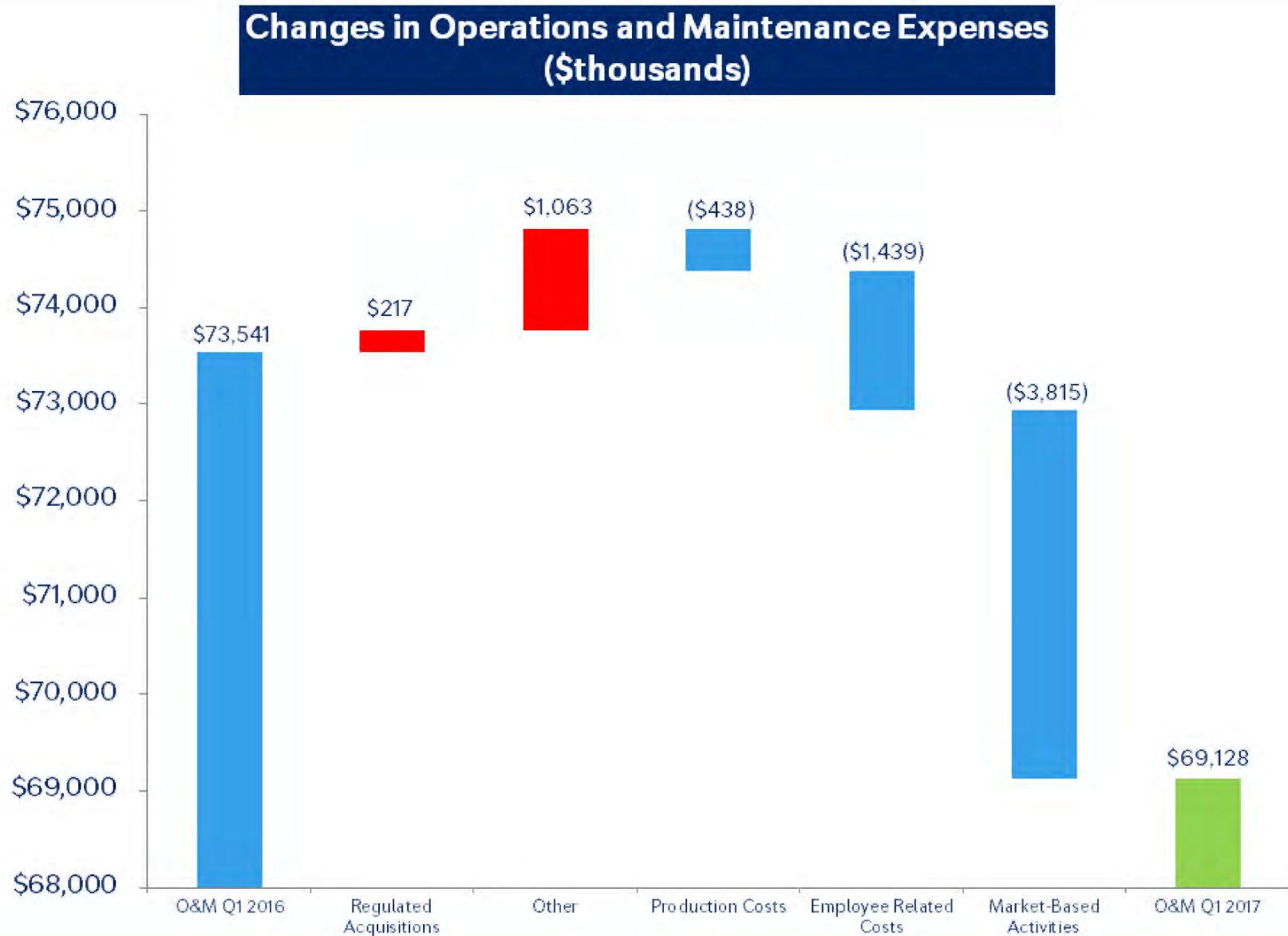
Operating Revenues

Q1 2017 vs. Q1 2016



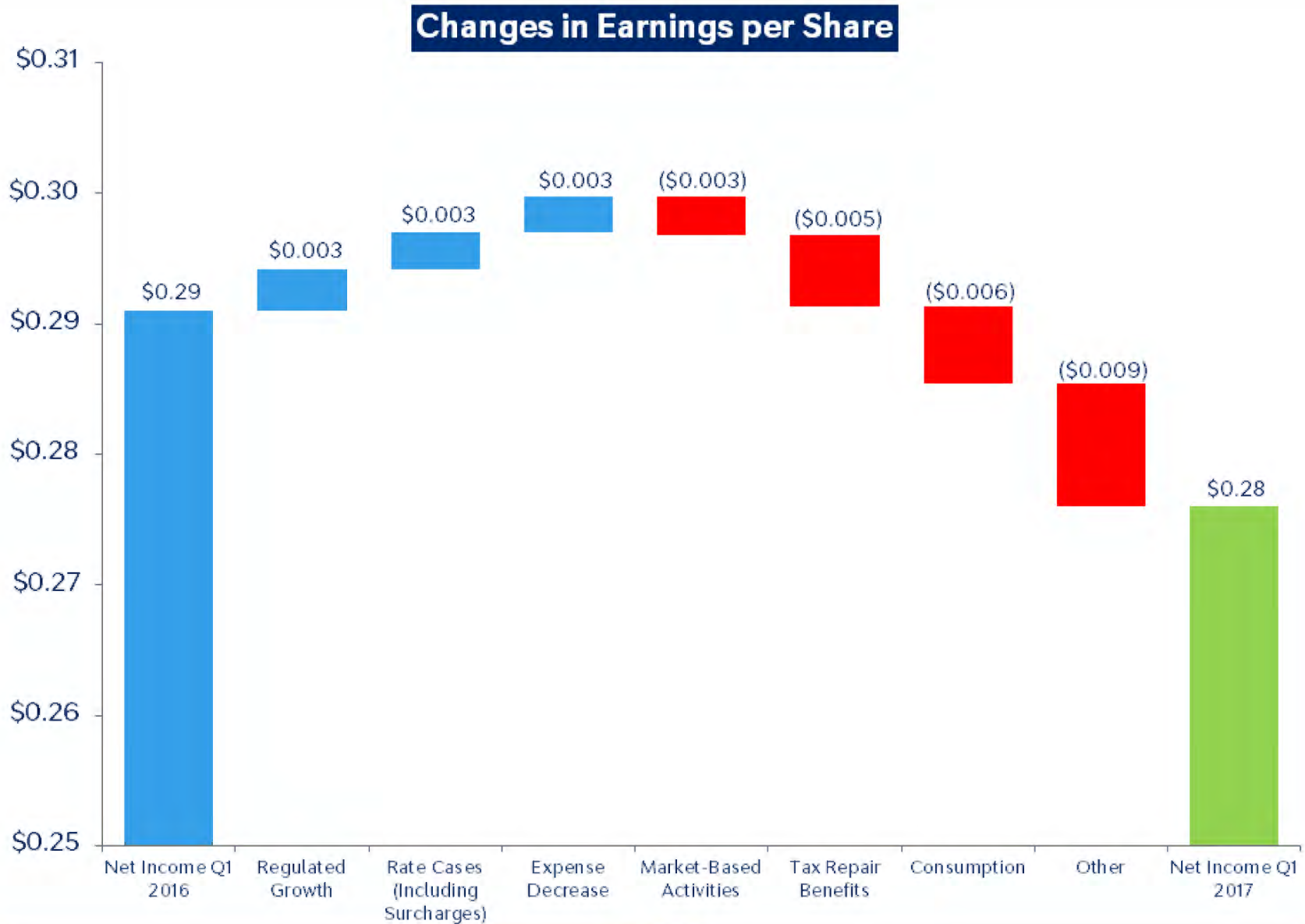
Operations & Maintenance Expenses

Q1 2017 vs. Q1 2016



Earnings per Common Share

Q1 2017 vs. Q1 2016



Rate Activity

2017 Completed Rate Cases and Infrastructure Surcharges

- Base rate cases or infrastructure surcharges completed in IN, IL, NJ, NC and OH
- \$10.7 million in additional annualized revenue

2017 Pending Rate Cases

- Base rate case in IL and VA with requested annualized revenue increase of \$12.2 million

*Additional rate activity information provided in Appendix

2017

Christopher Franklin

President and Chief Executive Officer



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NYSE: WTR

2017 Guidance

Earnings

- Full-year earnings per share between \$1.34 – \$1.39

Operations and Maintenance Expense

- Same-system O&M increase of 1 – 2% for full year

Capex

- More than \$450 million
- More than \$1.2 billion through 2019
- Rate base growth of approximately 6 – 7%

Rate Activity

- Aqua PA expected to file infrastructure investment charge in 2017
- Pennsylvania rate case filing likely in 2018, with resolution expected in 2019

Customer Growth

- 1.5 – 2% year-over-year customer growth

Q&A Session



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NYSE: WTR

Thank You for Attending Aqua America's First Quarter 2017 Earnings Call

2017 Second Quarter Earnings
Conference Call and Webcast
Thursday, August 3, 2017

For more information contact:
Brian Dingerdissen
Vice President, Chief of Staff and Investor Relations
610.645.1191

Appendix



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Rates and Infrastructure Surcharges Completed

as-of May 4, 2017

Rates or Surcharges Received in 2017			
State	Docket Number	Type	Awarded Annualized Revenue Increase (\$thousands)
Indiana	44752	Rate Base (w)	\$1,896
Illinois	N/A	Surcharge (w)	\$454
	N/A	Surcharge (w)	\$660
	N/A	Surcharge (ww)	\$42
	N/A	Surcharge (w)	\$64
	N/A	Surcharge (ww)	\$116
	N/A	Surcharge (ww)	\$128
	N/A	Surcharge (ww)	\$5
	North Carolina	W-215-Sub-363A	Surcharges (w)
W-215-Sub-363A		Surcharges (ww)	\$57
W-215-Sub-363A		Surcharges (w)	\$25
Ohio	Ordinance # 22-2013	Rate Case (w)	\$731
	Ordinance # 14-041	Rate Case (w)	\$534
	16-0907-WW-AIR	Rate Case (w)	\$4242
		Total ⁽¹⁾	\$10,680

- Including (\$0.02) million of New Jersey sewer pass thru Rates and Surcharges differentiated by water (w) and wastewater (ww) systems

Rates and Infrastructure Surcharges Pending

as-of May 4, 2017

Rates Pending in 2017			
State	Docket Number	Type	Requested Annualized Revenue Increase (\$thousands)
Virginia	N/A	Rate Case (w)	\$67
	N/A	Rate Case (ww)	\$88
Illinois	N/A	Rate Case (w)	\$10,542
	N/A	Rate Case (w)	\$1,458
		Total	\$12,155

Rates and Surcharges differentiated by water (w) and wastewater (ww) systems

State by State Comparison

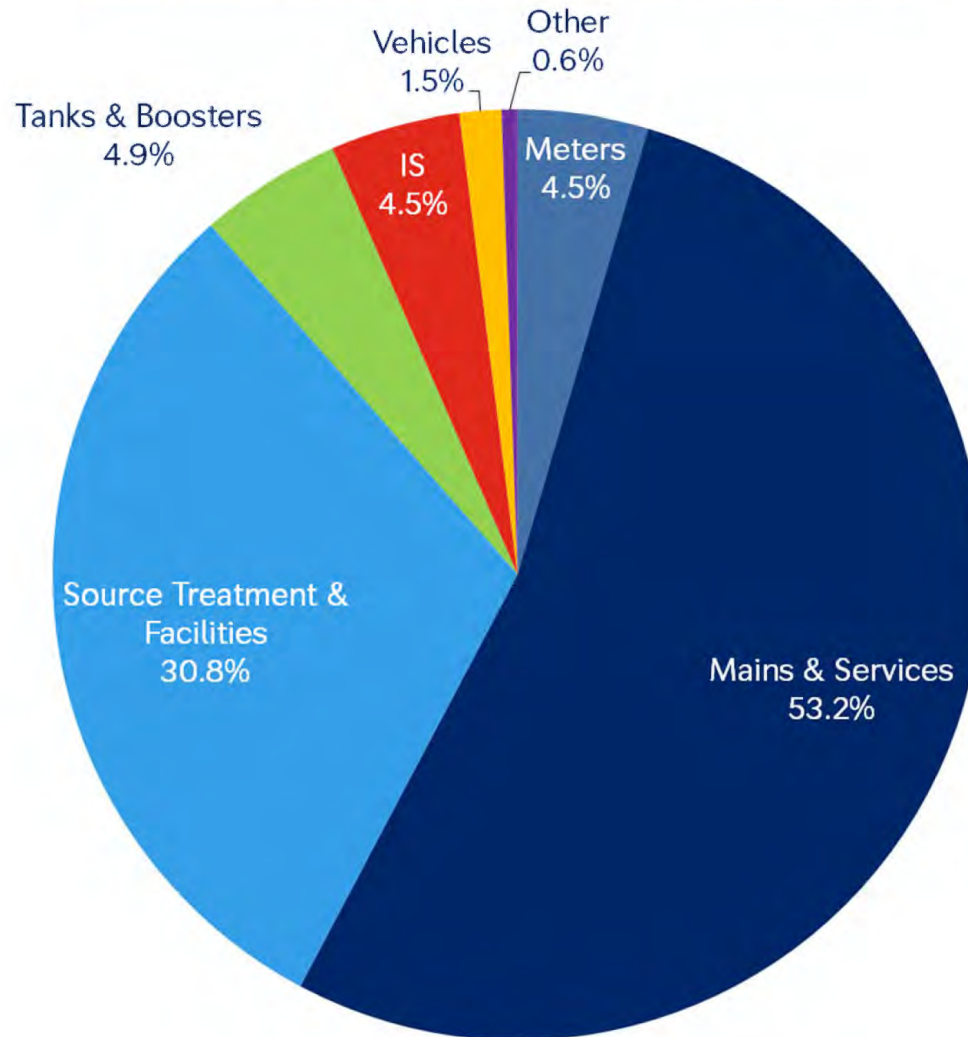
as-of December 31, 2016

State	Rate Base (\$millions)	Water Connections	Wastewater Connections
PA	\$2,603	434,787	20,440
OH	271	144,308	6,693
IL	239	63,494	9,753
TX	200	61,755	16,241
NJ	150	52,590	6,049
NC	136	78,835	17,585
IN	82	899	25,661
VA	69	25,489	7,686
Total	\$3,751	862,157	110,108

Capital Investment Spending

Regulated Operations

2017 to 2019 Capital Investment Breakdown



3 Year Total = +\$1.2 Billion

EXCELLENCE

AQUASM
NYSEWTR



Service Quality

Accessibility

FEDERAL LEGISLATION SUMMARY

The following summary of federal legislation is provided for informational purposes only and does not constitute an offer of securities. It is based on the current version of the law as of the date of this summary. The text of the law may be subject to change and is subject to interpretation by the courts. The summary is not intended to be a substitute for legal advice. The text of the law is available on the website of the U.S. House of Representatives and the U.S. Senate. The summary is provided for informational purposes only and does not constitute an offer of securities. It is based on the current version of the law as of the date of this summary. The text of the law may be subject to change and is subject to interpretation by the courts. The summary is not intended to be a substitute for legal advice. The text of the law is available on the website of the U.S. House of Representatives and the U.S. Senate.

NON-GAAP RECONCILIATION

For information purposes, the following GAAP reconciling items are included in the Reconciliation of GAAP to Non-GAAP Financial Measures table. W is used to denote weighted average.

TEAM PRINCIPALS



CHRISTOPHER FARNSWORTH
PRESIDENT
CORPORATE OPERATIONS



DAVID S. SMITH
EXECUTIVE VICE PRESIDENT
CORPORATE OPERATIONS



DAVID S. SMITH
EXECUTIVE VICE PRESIDENT
SPECIALIZED AND CORPORATE
DEVELOPMENT



BRIAN D. DEWITT
VICE PRESIDENT CORPORATE
AFFAIRS AND INVESTOR
RELATIONS

INTERNATIONAL

CONFIDENTIAL

PROPERTY OF COMPANY



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NYSE:WTR

TERRA AQUA

CONSTRUCTION UNITS

QUALITY HANDLING

SAFETY & ENVIRONMENTAL RESPONSIBILITY

ANALYTICAL UNITS

GENERAL

CROSSING UNITS



2023 Strategic Highlights

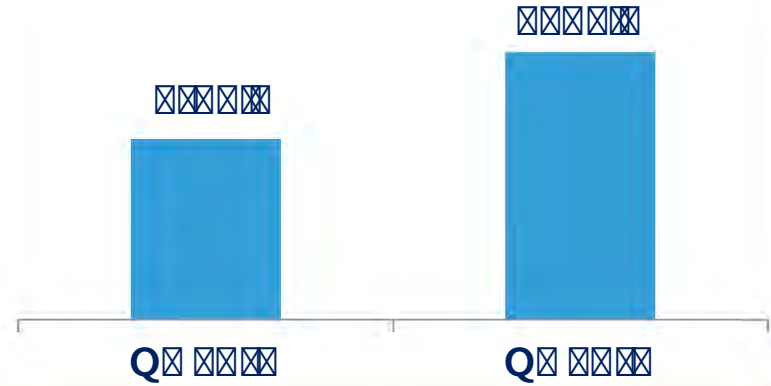
Year-to-date Customer Growth

We achieved record customer growth in 2023, driven by our focus on expanding our market presence and improving our service offerings. This growth is a testament to our commitment to customer satisfaction and operational excellence.

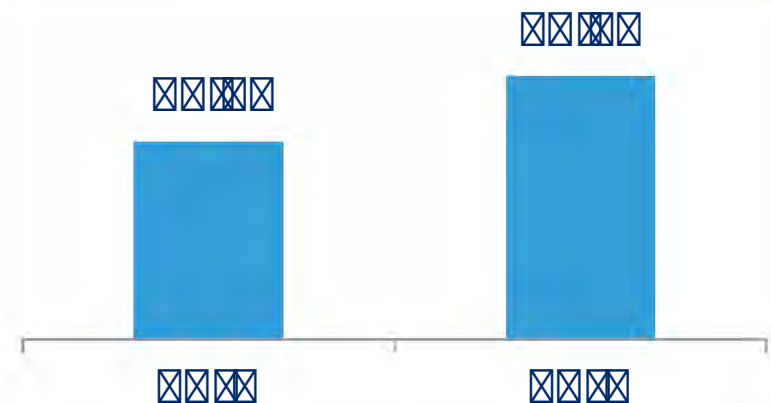
Increased Quarterly Dividend 7%

In recognition of our strong performance and commitment to shareholder value, we have increased our quarterly dividend by 7%. This increase reflects our confidence in our long-term growth prospects and our ability to generate consistent, sustainable cash flow.

Record Sales and Revenue

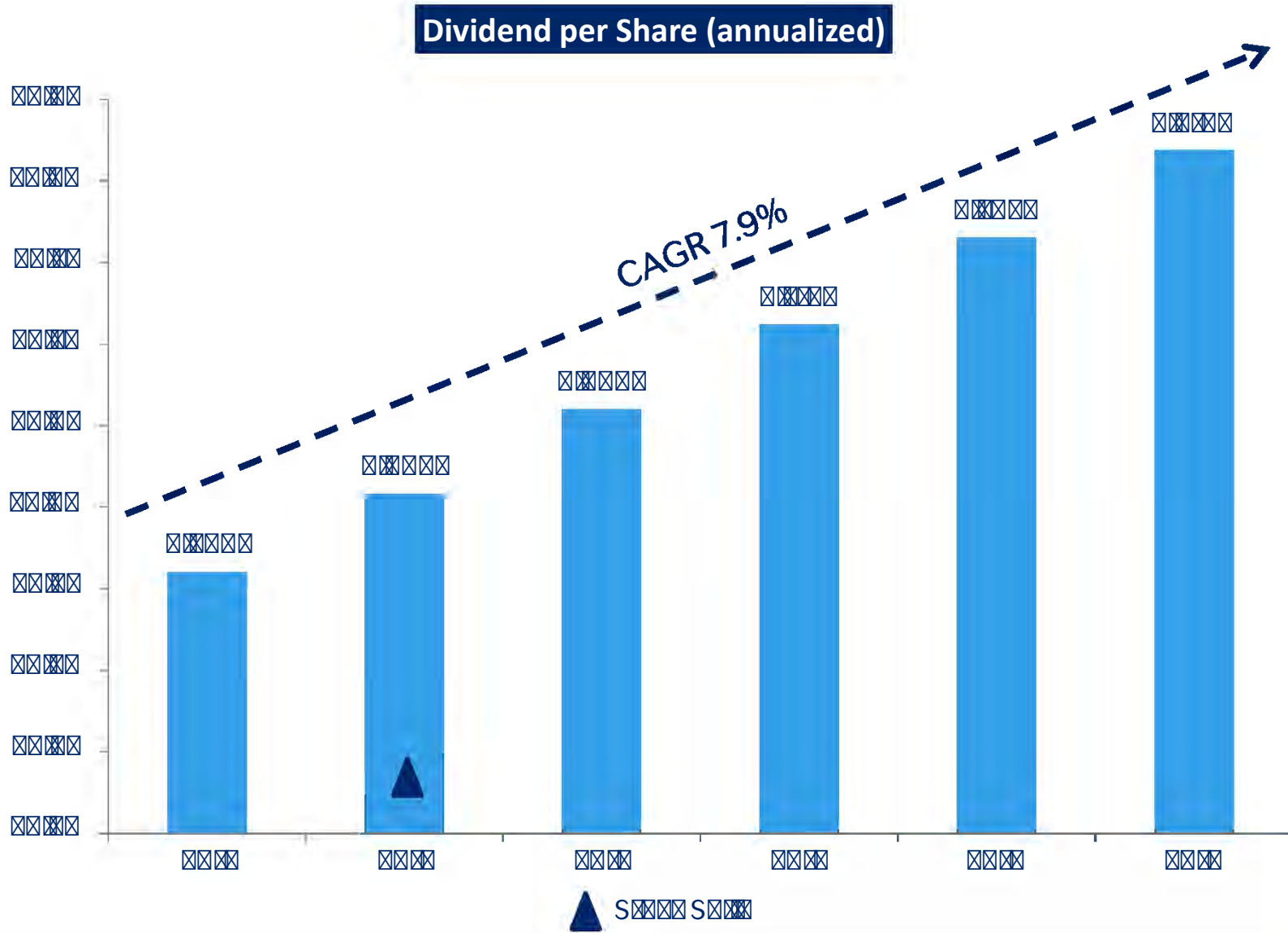


Net Income and EPS



Dividend History

Annual Dividend Payout Ratio Earnings Per Share



S&P 500 INDEX FUND RETURNS

DIVIDENDS



EXCELLENT VALUE PERFORMANCE CONFIDENCE



AQUASM
NYSE:WTR

FINANCIAL RESULTS

Item	Q1 2024	Q1 2023	Change
Revenue	\$1.2B	\$1.1B	▲
Operating Profit	\$0.3B	\$0.2B	▲
Net Income	\$0.2B	\$0.15B	▲
Adjusted Earnings	\$0.25B	\$0.2B	▲
Operating Expenses	\$0.9B	\$0.9B	▲
Net Interest Income	\$0.1B	\$0.1B	▲
Net Interest Expense	\$0.05B	\$0.05B	▲

 Favorable Change
 Unfavorable Change

NYSE WATER LISTING

NYSE WATER LISTING

Symbol	Company Name	TD	TD	Volume
R	R		▼	
R	S R		▲	
O	M		▼	
R	O		▲	
N	I		▼	
N	C S		▼	



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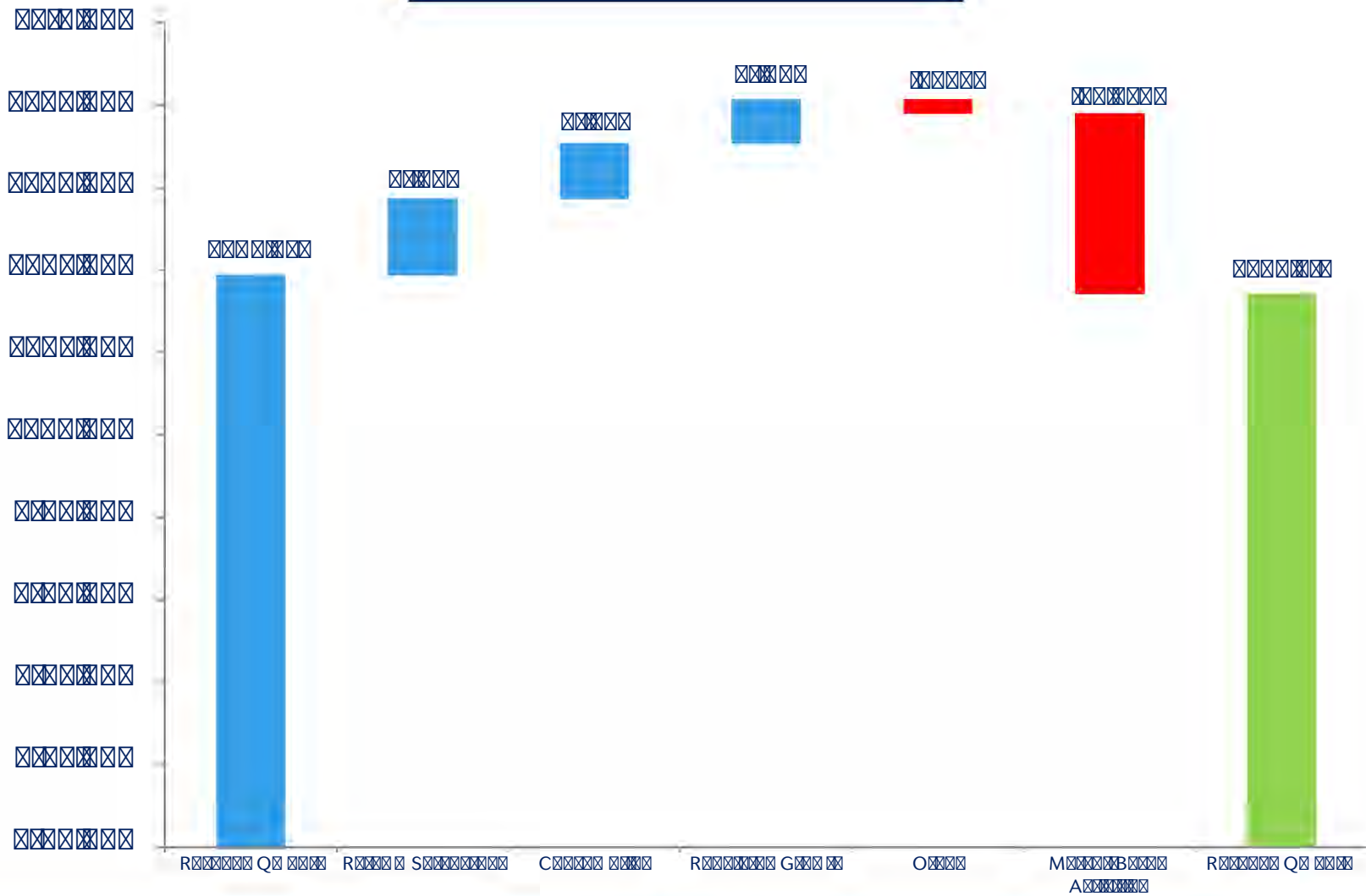


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OPERATIONAL RISK

Q1 2023 Q4 2022

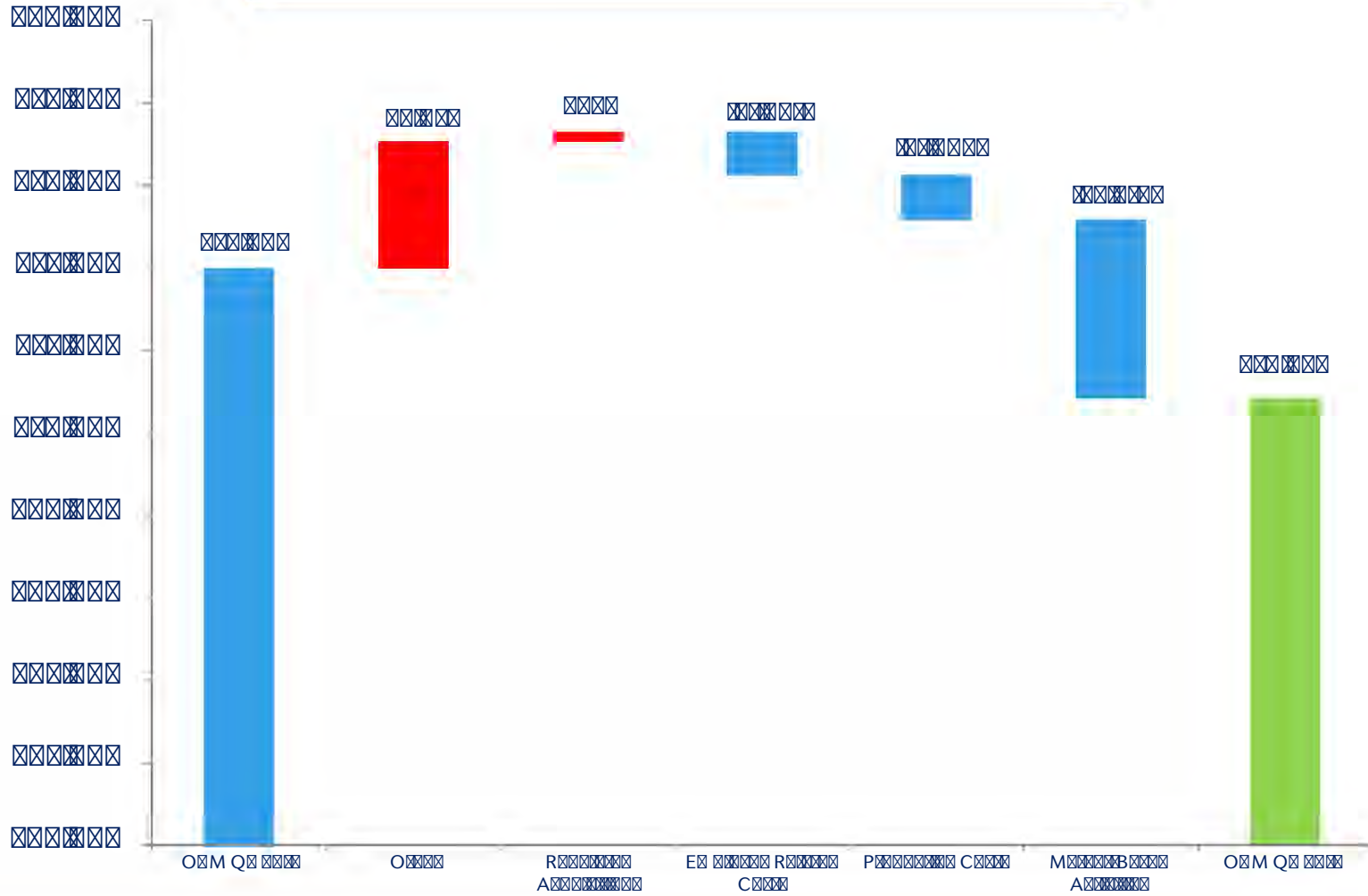
CREDIT RISK OPERATIONAL RISK
ENVIRONMENTAL RISK



OPERATIONAL & MARKET EXERCISES

Q1 2024 Q2 2024

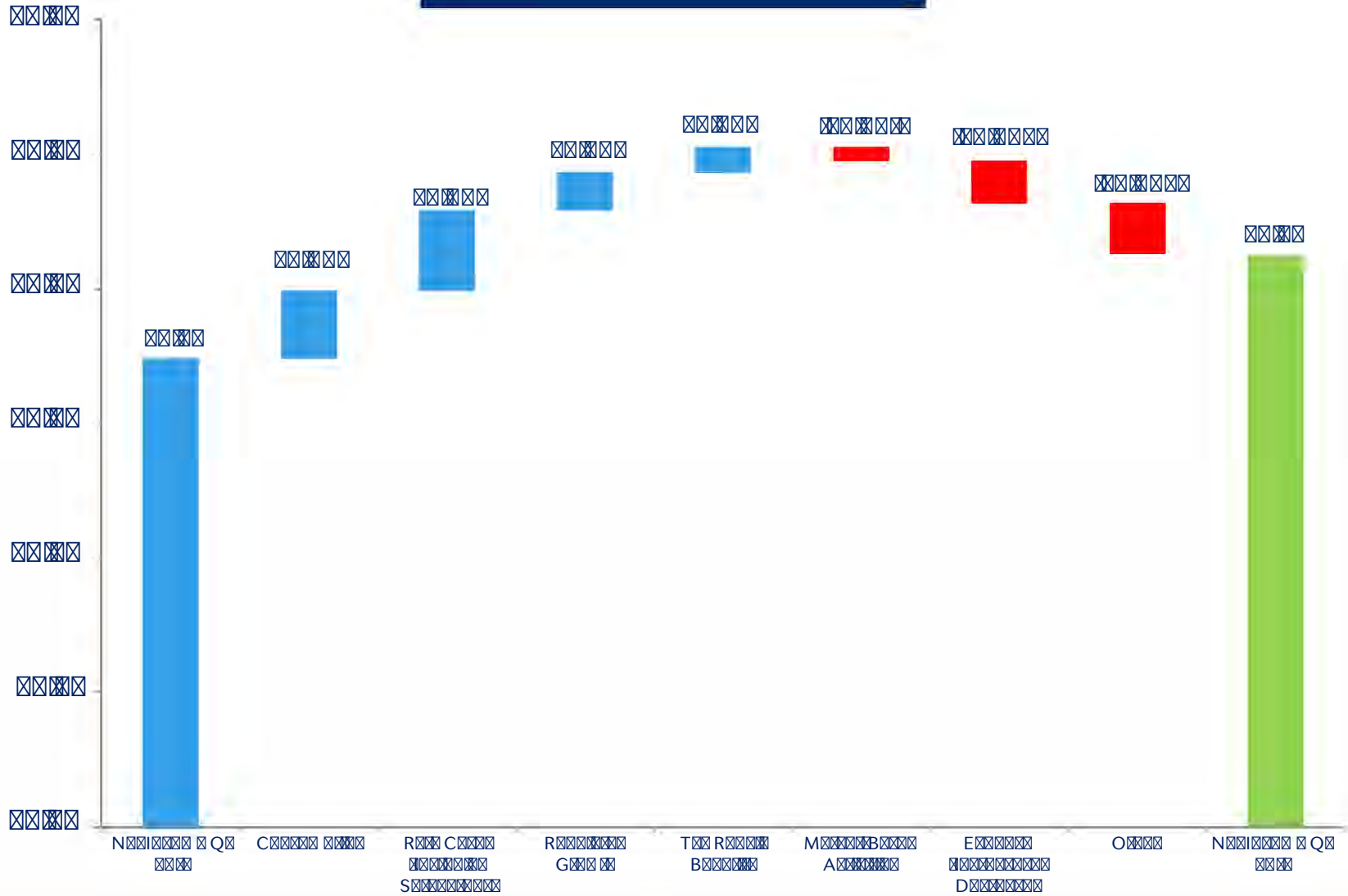
CONTRACTS & OPERATIONAL & MARKET EXERCISES



Environmental & Social

Q1 2023 Q2 2023

Carbon Footprint & Emissions



RACCOMANDA

CONFERMA CONFERMA
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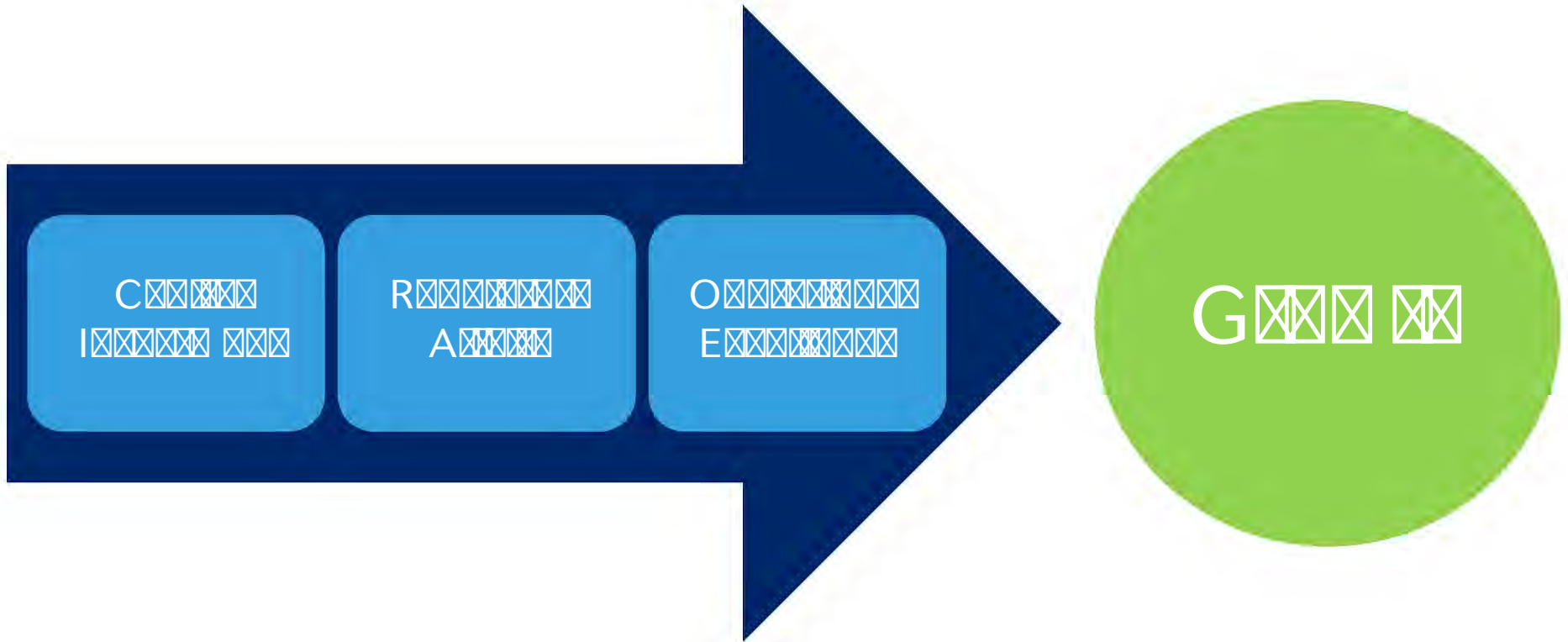
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CONSTITUTIONAL AND ORGANIZATIONAL CHANGES



AGUAS AEROPORTUARIAS DE MADRID

AGUAS AEROPORTUARIAS DE MADRID

SÍMBOLO	ACTIVIDAD	TÉRMINO	TÉRMINO CANCELACIÓN	PÉRDIDA POTENCIAL
PA	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
IN	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
TÉRMINO	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

AGUAS AEROPORTUARIAS DE MADRID

AGUAS AEROPORTUARIAS DE MADRID

Publicly Traded Acquisition

Accounting Treatment

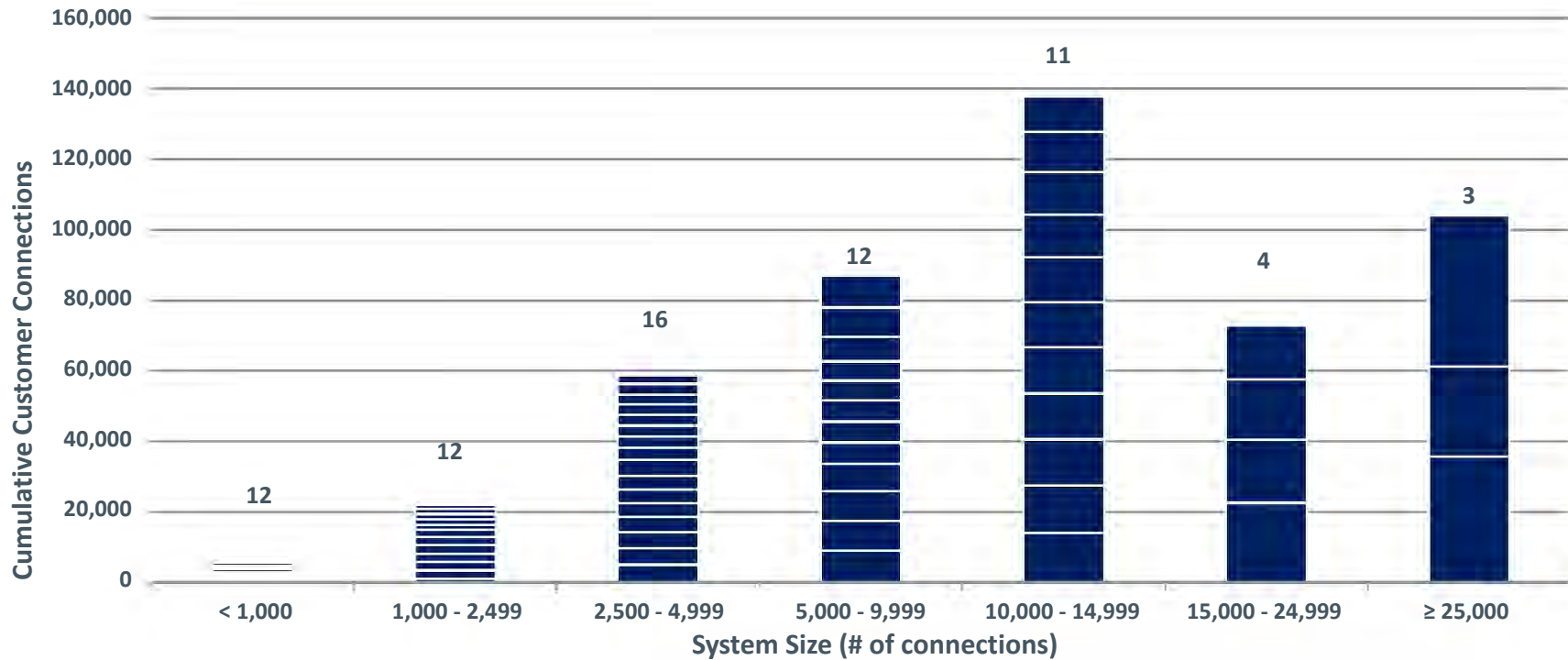
Municipal Acquisitions

Structure	Tax	Control	Publicly Traded
Structure A	Municipal	Control	Publicly Traded
Structure B	Municipal	Control	Publicly Traded
Structure D	Municipal	Control	Publicly Traded
Structure E	Municipal	Control	Publicly Traded
	Tax	Control	Publicly Traded
Control			
Structure PA	Municipal	Control	Publicly Traded
	Tax	Control	Publicly Traded

TOP 70 PROSPECTIVE CUSTOMERS

AQUA JUNE 2024

On this Top 70 list, ~94% of prospective customers are from systems serving more than 2,500 customers, thus demonstrating that the shift toward larger targets has largely taken hold.



Total of ~500K connections

MARSHALL BANK ACQUISITION

DETERMINING THE SCOPE

SUBJECT MATTER		OUTCOME
TRANSACTIONAL AGREEMENTS SUBJECT TO	→	DEFERRED
COUNTERPARTIES	→	COUNTERPARTY EFFECTS
TAXS AND GOVERNANCE	→	DEFERRED
FUND SPENDING	→	DEFERRED
CREDITORS AND DEBTORS	→	DEFERRED
CREDITORS AND DEBTORS	→	DEFERRED
LITIGATION OBLIGATIONS	→	MANAGED
HOLDING STRUCTURE	→	MANAGED

MANAGEMENT RIGHTS IN THE ACQUISITION CONTRACTS AND PROVISIONS
COUNTERPARTIES AND NEGOTIATIONS



CXXXXXXXXXXXXXFXXXXXXXXX

PXXXXXXXXXXCXEXXXXXXXXXXXOXXXX



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NYSE LISTING REQUIREMENTS

EXISTENCE

• Firms must have been in existence for at least one year prior to the listing date

ORGANIZATION MANAGEMENT EFFECTIVE

• Sufficiently organized O/M structure to manage the business

CAPITAL

- Minimum \$1M of net tangible assets
- Minimum \$1M of net worth
- Minimum \$1M of cash or cash equivalents

REVENUE AND ASSETS

• At least two of the following:
• \$1M of revenue for the last two years
• \$1M of net tangible assets

CURRENT AND FUTURE

• Current and future business prospects

Q&A SESSION



AQUASM
NYSE:WTR

Thank You for Attending Aqua America's Second Quarter 2017 Earnings Call

THANK YOU FOR ATTENDING AQUA AMERICA'S
SECOND QUARTER 2017 EARNINGS CALL
AND FOR JOINING US FOR THE Q2 2017
WEBINAR AND Q&A SESSION

FOR MORE INFORMATION, PLEASE VISIT
OUR WEBSITE AT WWW.AQUAAMERICA.COM

OR CONTACT US AT 800-447-2273. WE APPRECIATE
YOUR INTEREST AND INVOLVEMENT.

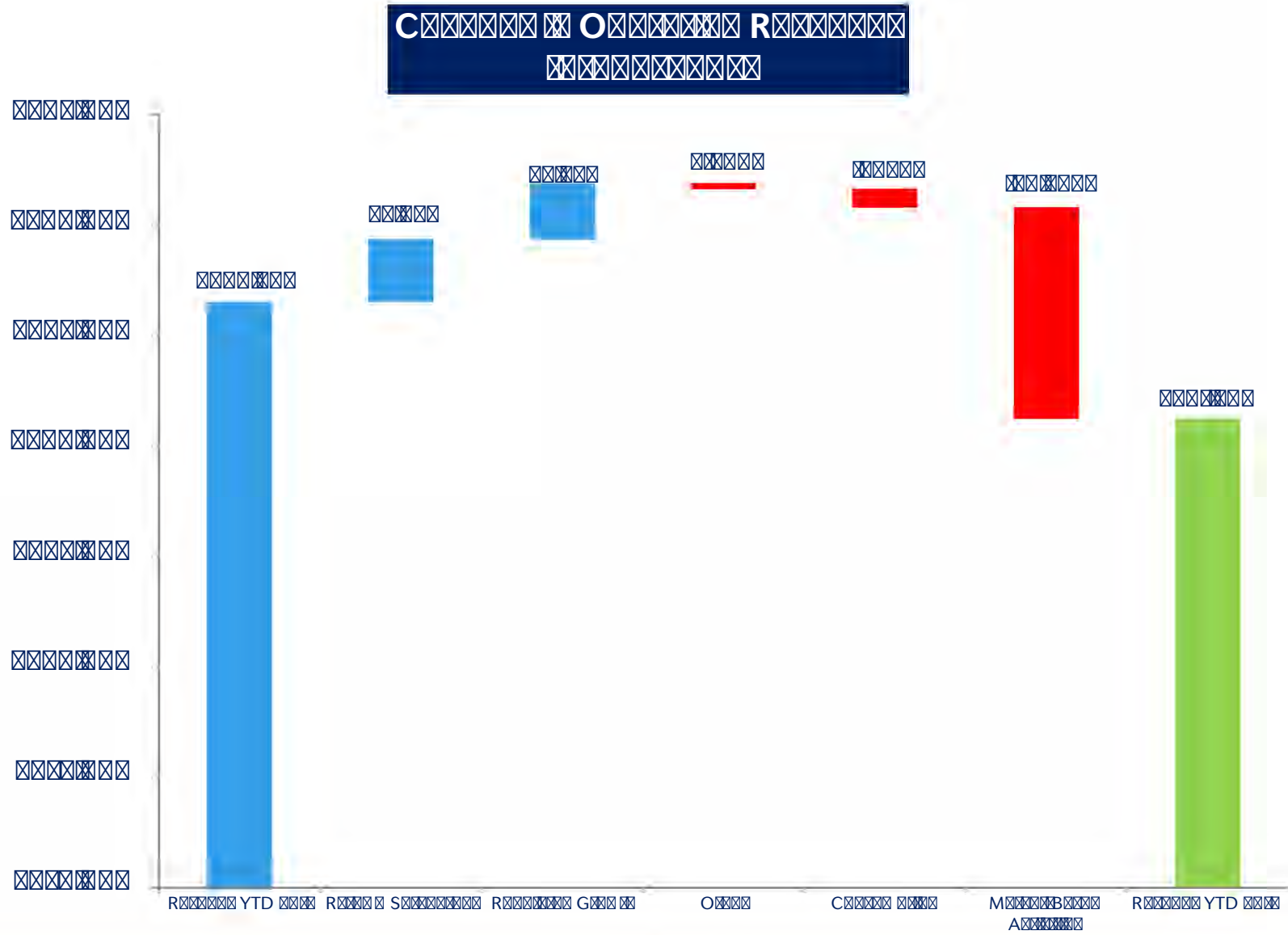
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OPERATIONAL REVENUE

YTD JAN 2024 2023 YTD JAN 2024 2023



OPERATIONAL & MAINTENANCE EXPENSES

YTD JAN 2024 TO YTD JAN 2023

CONTRACTS & OPERATIONAL & MAINTENANCE EXPENSES

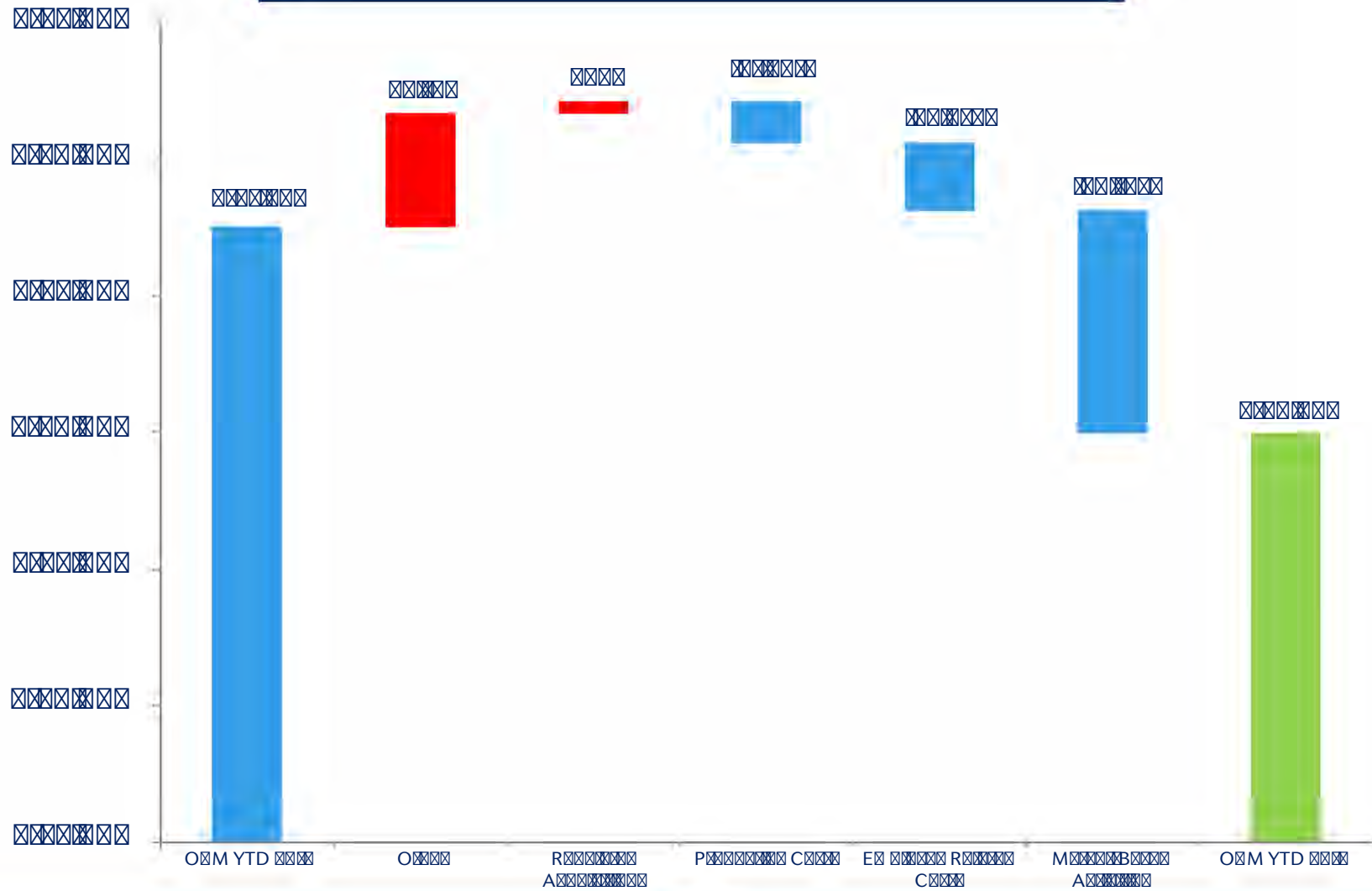
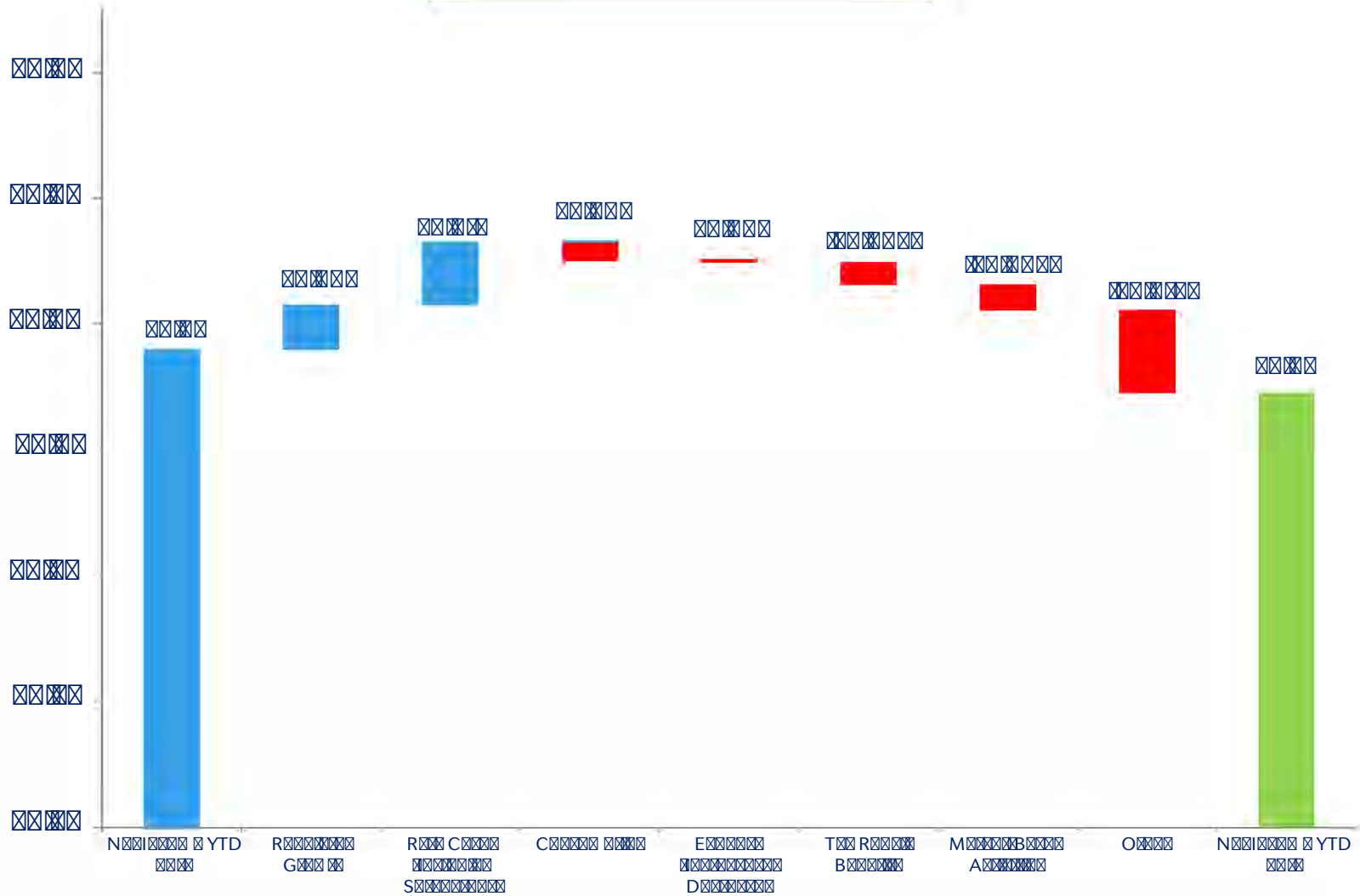


EXHIBIT C THE SCHEDULE

YTD JANUARY TO YTD JANUARY

CAPITAL EXPENDITURES



RATES AND SURCHARGES DIFFERENTIATED BY WASTE WATER (WTR) AND WASTEWATER (WW) SYSTEMS

WASTEWATER (WW) SYSTEMS

RATES AND SURCHARGES DIFFERENTIATED BY WASTE WATER (WTR) AND WASTEWATER (WW) SYSTEMS			
SYSTEM	DESCRIPTION	TERRITORY	APPLICABLE RATES AND SURCHARGES
INDUSTRIAL INDUSTRIAL	INDUSTRIAL	ROCKY CREEK	INDUSTRIAL
	INDUSTRIAL	SEASIDE	INDUSTRIAL
	INDUSTRIAL	SEASIDE	INDUSTRIAL
	INDUSTRIAL	SEASIDE	INDUSTRIAL
	INDUSTRIAL	SEASIDE	INDUSTRIAL
	INDUSTRIAL	SEASIDE	INDUSTRIAL
	INDUSTRIAL	SEASIDE	INDUSTRIAL
	INDUSTRIAL	SEASIDE	INDUSTRIAL
NEW JERSEY NEW YORK	N/A	ROCKY CREEK	INDUSTRIAL
	WASTEWATER	SEASIDE	INDUSTRIAL
	WASTEWATER	SEASIDE	INDUSTRIAL
	WASTEWATER	SEASIDE	INDUSTRIAL
	WASTEWATER	SEASIDE	INDUSTRIAL
	WASTEWATER	SEASIDE	INDUSTRIAL
	WASTEWATER	SEASIDE	INDUSTRIAL
	WASTEWATER	SEASIDE	INDUSTRIAL
	WASTEWATER	SEASIDE	INDUSTRIAL
	WASTEWATER	SEASIDE	INDUSTRIAL

RATES AND SURCHARGES | REGULATORY AND COMPLIANCE AQUASURCHARGES

RATES AND SURCHARGES REGULATORY AND COMPLIANCE			
SURCH	DETERMINED BY	TAX	ANNUAL AVERAGE RATES AND ILLUSTRATIVE EXAMPLES
OPER	OPERATING & MAINTENANCE OPERATING & MAINTENANCE WASTEWATER MATERIALS	RATE CLASS RATE CLASS RATE CLASS SURCHARGE	WATER WATER WASTEWATER WATER
PROPERTY		TAX	WASTEWATER

Rates and Surcharges differentiated by water (w) and wastewater (ww) systems

RATES AND SURCHARGES | REGULATORY SERVICES PORTFOLIO

REGULATORY SERVICES PORTFOLIO

REGULATORY SERVICES PORTFOLIO			
SYSTEM	DESCRIPTION	TERRITORY	REGULATORY AGENCIES / REGULATORY INSTITUTIONS
VARIABLE	PURCHASE	RATES	
	PURCHASE	RATES	
	PURCHASE	RATES	
	PURCHASE	RATES	
FIXED		RATES	
		RATES	
		TERRITORY	

Rates and Surcharges differentiated by water (w) and wastewater (ww) systems

STOCKS BY STATE AND COMPANY TYPE

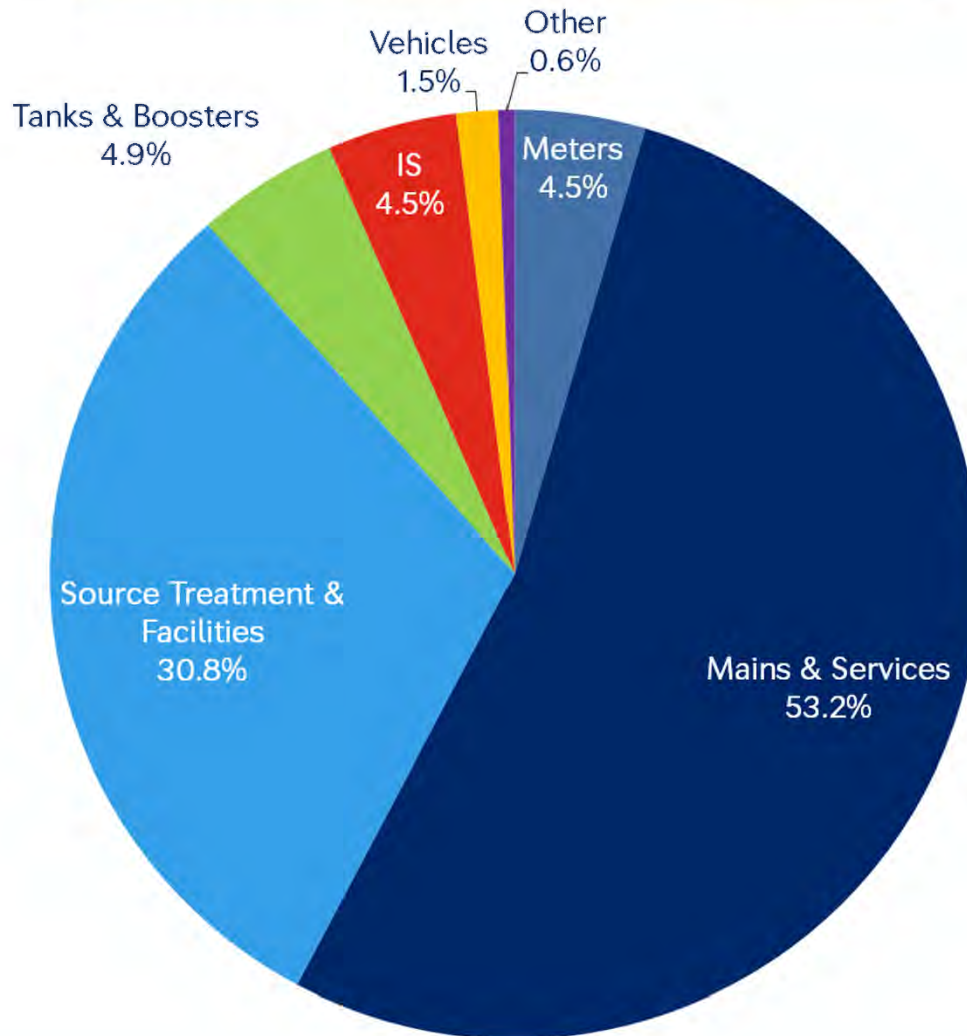
MARKET DATA BY STATE AND COMPANY TYPE

STATE	RETAIL BUSINESS AND SERVICES	WEALTH MANAGEMENT	WEALTH CONSULTANTS
PA	10	10	10
OH	5	10	5
IL	5	10	5
TX	5	10	5
NJ	5	10	5
NC	5	10	5
IN	5	5	10
VA	5	10	5
TOTAL	50	50	50

Capital Investment Breakdown

Revenue Operations

2017 to 2019 Capital Investment Breakdown



Water Treatment & Distribution

Earnings Call

AQUASM

NYSE: WTR



Third Quarter 2017

November 1, 2017

Forward Looking Statement

This presentation contains in addition to historical information, forward looking statements based on assumptions made by management regarding future circumstances over which the company may have little or no control, that involve risks, uncertainties and other factors that may cause actual results to be materially different from any future results expressed or implied by such forward-looking statements. These factors include, among others, the following: general economic and business conditions; weather conditions affecting customers' water usage or the company's cost of operations; costs arising from changes in regulations; regulatory treatment of rate increase requests; availability and cost of capital; the success of growth initiatives, including pending acquisitions; the ability to generate earnings from capital investment; and other factors discussed in our Form 10-K for the fiscal year ended December 31, 2016, which is on file with the SEC. We undertake no obligation to publicly update or revise any forward-looking statement.

Non-GAAP Reconciliation

For reconciliation of non-GAAP financial measures, see the Investor Relations section of the company's Web site at www.aquaamerica.com

Today's Presenters



Christopher Franklin

President &
Chief Executive Officer



Dave Smeltzer

Executive Vice President &
Chief Financial Officer



Rick Fox

Executive Vice President &
Chief Operations Officer



Dan Schuller

Executive Vice President,
Strategy and Corporate
Development



Brian Dingerdissen

Vice President, Chief of Staff
& Investor Relations

Introduction

Christopher Franklin

President and Chief Executive Officer



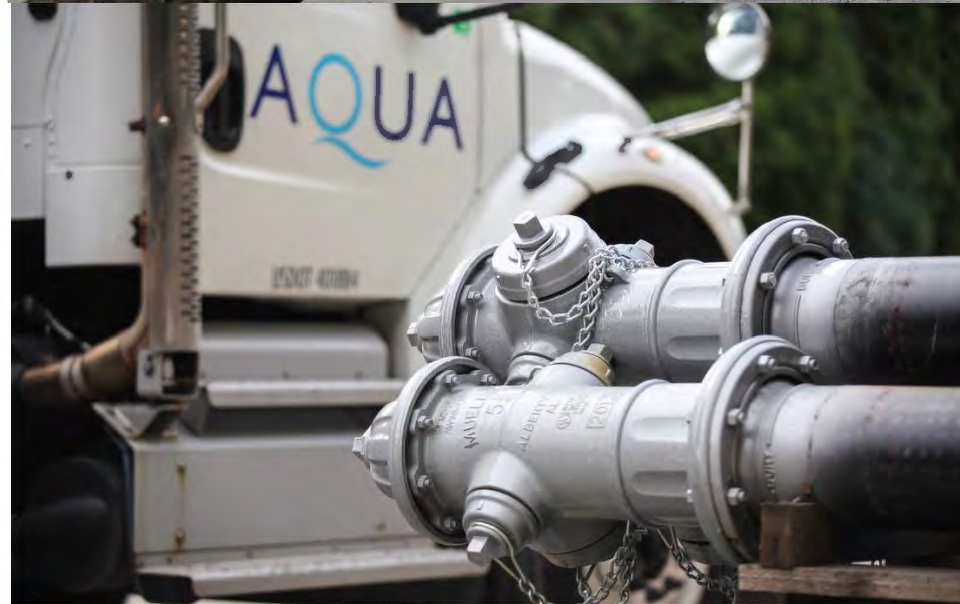
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NYSE: WTR

Today's Agenda

- Operations Update
- Quarter Highlights
- Summary of Financial Results
- Acquisition Update
- 2017 Guidance

Corporate Update



Operations Update

Rick Fox

Executive Vice President, Chief Operating Officer



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Southeast Texas & Hurricane Harvey



Aqua's Southeast Texas Team



Flooded water plant – Rose Meadows WTP



Pressure tank damage – Redwood WTP



Mud-filled control room – Bernard Acres WTP



Damaged water tower – Woodland Ranch WTP

Beaumont, TX : 10 Days of Mutual Aid



Purchased Water Reduction

New 2 MG Tank



Bristol WTP Expansion



FINANCIAL IMPACT

- \$52 Million capital investment
- Avoids \$17 Million per year in purchased water expense

Water Main Reinforcement



Bristol Booster Replacement



Quarter Highlights

Christopher Franklin

President and Chief Executive Officer



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2017 Third Quarter Highlights

Acquisition Activity

- New 3,800-connection municipal system under agreement

Customer Growth

- 0.8% customer growth from organic growth and acquisitions
- Continues to be in line with expected 1.5-2% growth

Operations and Maintenance Expense (\$ millions)



Net Income per Common Share



Summary of Financial Results

Dave Smeltzer







Executive Vice President and Chief Financial Officer



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2017 Third Quarter Financial Results

	In millions except per share	Q3 2017	Q3 2016	Variance
Revenue		\$215.0	 \$226.6	(5.1%)
Regulated Segment Revenue		\$214.0	 \$222.2	(3.7%)
Operations and Maintenance Expense		\$68.0	 \$79.8	(14.8%)
Regulated Segment Operations and Maintenance Expense		\$70.8	 \$73.1	(3.1%)
Net Income		\$76.2	 \$73.2	4.2%
Net Income per Share		\$0.43	 \$0.41	4.9%



Favorable Change



Unfavorable Change

2017 Year-to-Date Financial Results

as-of September 30, 2017

In millions except per share	YTD 2017		YTD 2016	Variance
Revenue	\$606.2	▼	\$623.1	(2.7%)
Regulated Segment Revenue	\$602.3	▼	\$606.3	(0.7%)
Operations and Maintenance Expense	\$208.0	▼	\$227.3	(8.5%)
Regulated Operations and Maintenance Expense	\$210.8	▲	\$210.0	0.4%
Net Income	\$186.3	▲	\$184.5	0.9%
Net Income per Common Share	\$1.05	▲	\$1.04	1.0%



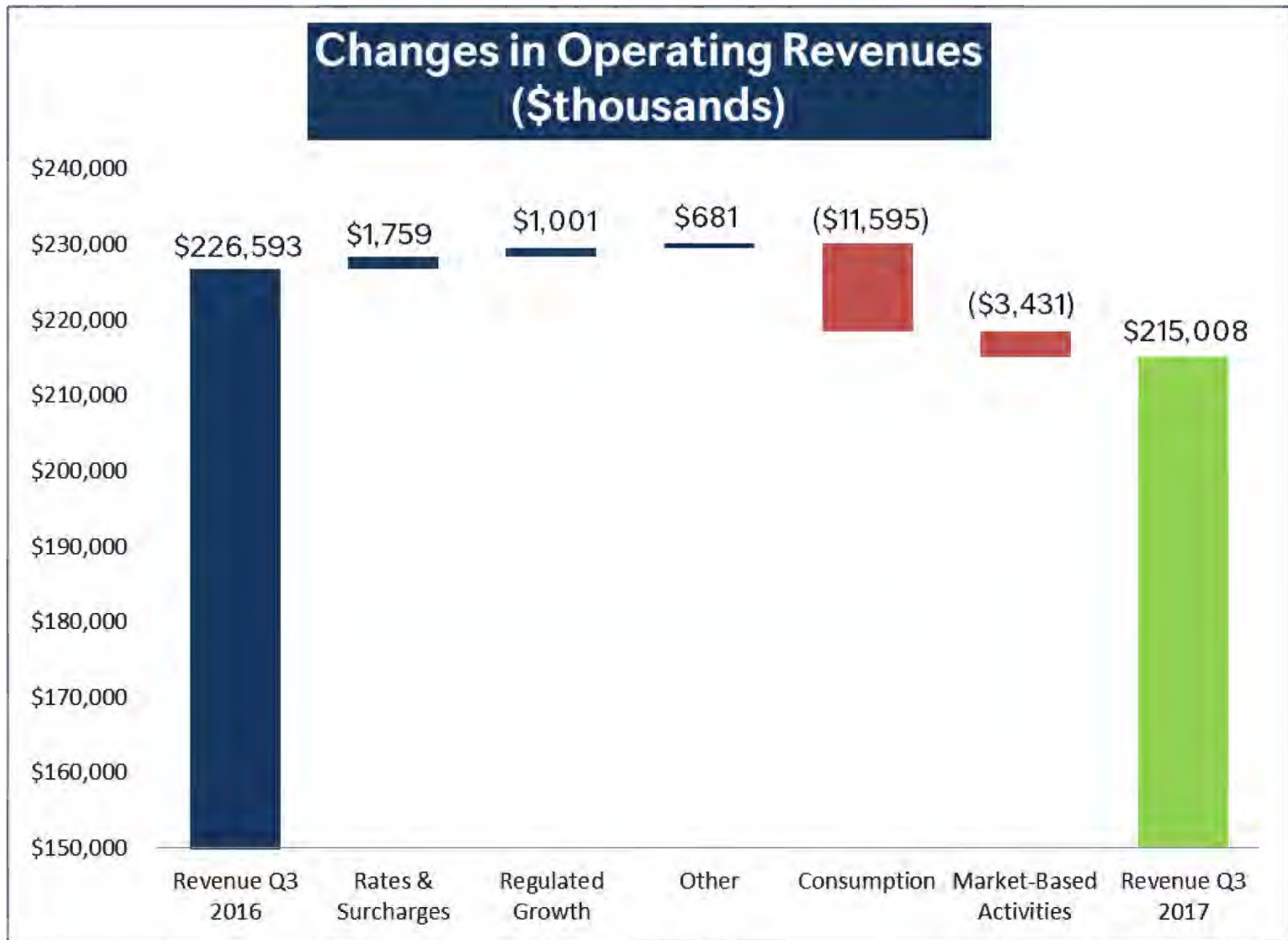
Favorable Change



Unfavorable Change

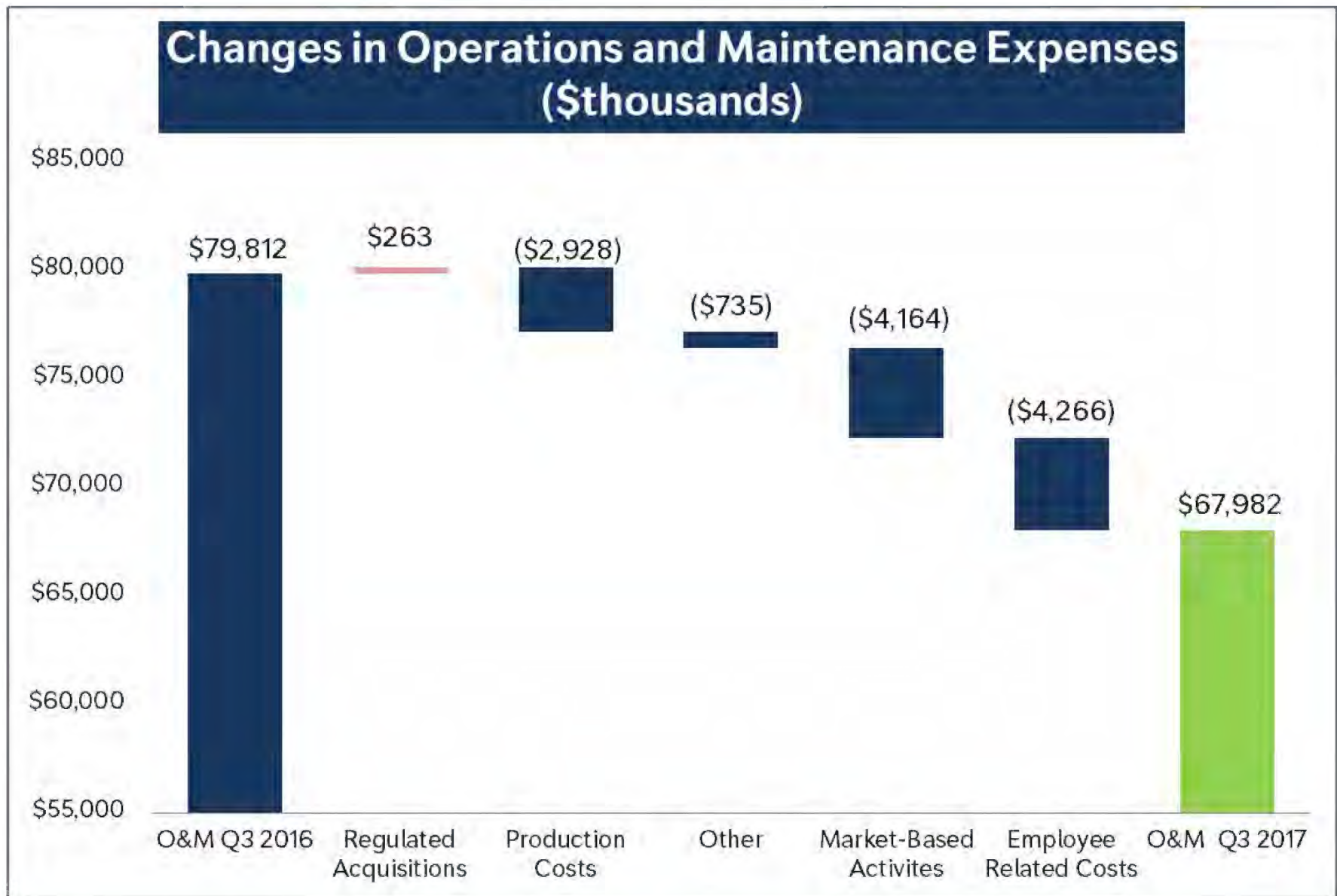
Operating Revenues

Q3 2017 vs. Q3 2016



Operations & Maintenance Expenses

Q3 2017 vs. Q3 2016



Earnings per Common Share

Q3 2017 vs. Q3 2016



Rate Activity

2017 Completed Rate Cases and Infrastructure Surcharges

- Base rate cases or infrastructure surcharges completed in IN, IL, NJ, NC, PA and OH
- \$21.4 million in additional annualized revenue

2017 Pending Rate Cases and Surcharges

- Base rate cases or infrastructure surcharges in IL, NC and VA with requested annualized revenue increase of \$14.1 million

*Additional rate activity information provided in Appendix

Update on Growth

Dan Schuller

Executive Vice President, Strategy and Corporate Development



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2017 Acquisitions

As of October 31, 2017

State	Acquisitions Closed	Customers	Purchase Price (\$thousands)
PA	2	741	\$5,640
IN	2	262	\$220
Total	4	1,003	\$5,860

LEGEND

 Aqua State with 2017 Acquisition (as of 10/31/2017)

 Aqua State

0.8% Total Customer Growth

78% of Acquired Customers from Wastewater Systems

Expected 2017 total customer growth of 1.5 to 2 percent

Pending and Completed Municipal Acquisition Activity

As of October 31, 2017

<u>Municipal Acquisitions</u>			
System	Type	Customers	Purchase Price (\$thousands)
System A	WW	5,400	\$75,100
System B	WW	2,100	\$29,500
System D	W	600	\$3,600
System E	W/WW	2,987	\$12,300
System F (Signed Q3)	WW	3,838	\$25,200
	Total	14,925	\$145,700
Closed			
Tobyhanna, PA (System C)	WW	740	\$5,545
	Total	740	\$5,545

2017 Guidance

Christopher Franklin

President and Chief Executive Officer



AQUASM

NYSE: WTR

2017 Guidance

Earnings

- Full-year earnings per share between \$1.34 – \$1.39

Operations and Maintenance Expense

- Same-system O&M increase of less than 2% for full year

Capex

- More than \$450 million in 2017
- More than \$1.2 billion through 2019 in existing operations
- Rate base growth of approximately 6 – 7%

Rate Activity

- Aqua Pennsylvania, as expected, filed and initiated a distribution system improvement charge effective October 1, 2017 and a rate case filing remains likely in 2018, with resolution expected in 2019

Customer Growth

- 1.5 – 2% year-over-year customer growth

Q&A Session



AQUASM

NYSE: WTR

Thank You for Attending Aqua America's Third Quarter 2017 Earnings Call

2017 Full Year Earnings
Conference Call and Webcast
February 28, 2018

For more information contact:
Brian Dingerdissen
Vice President, Chief of Staff and Investor Relations
610.645.1191

Appendix

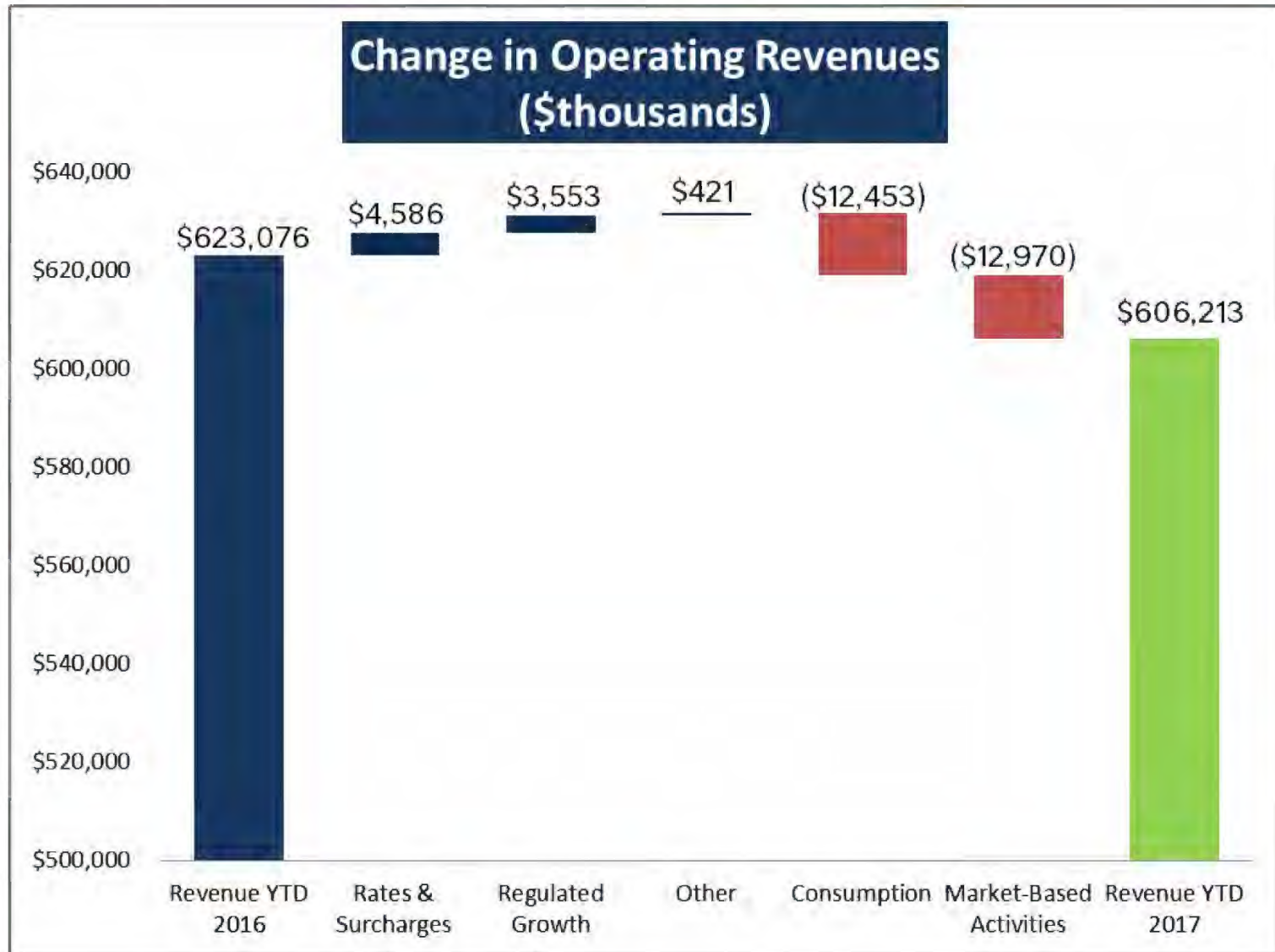


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NYSE: WTR

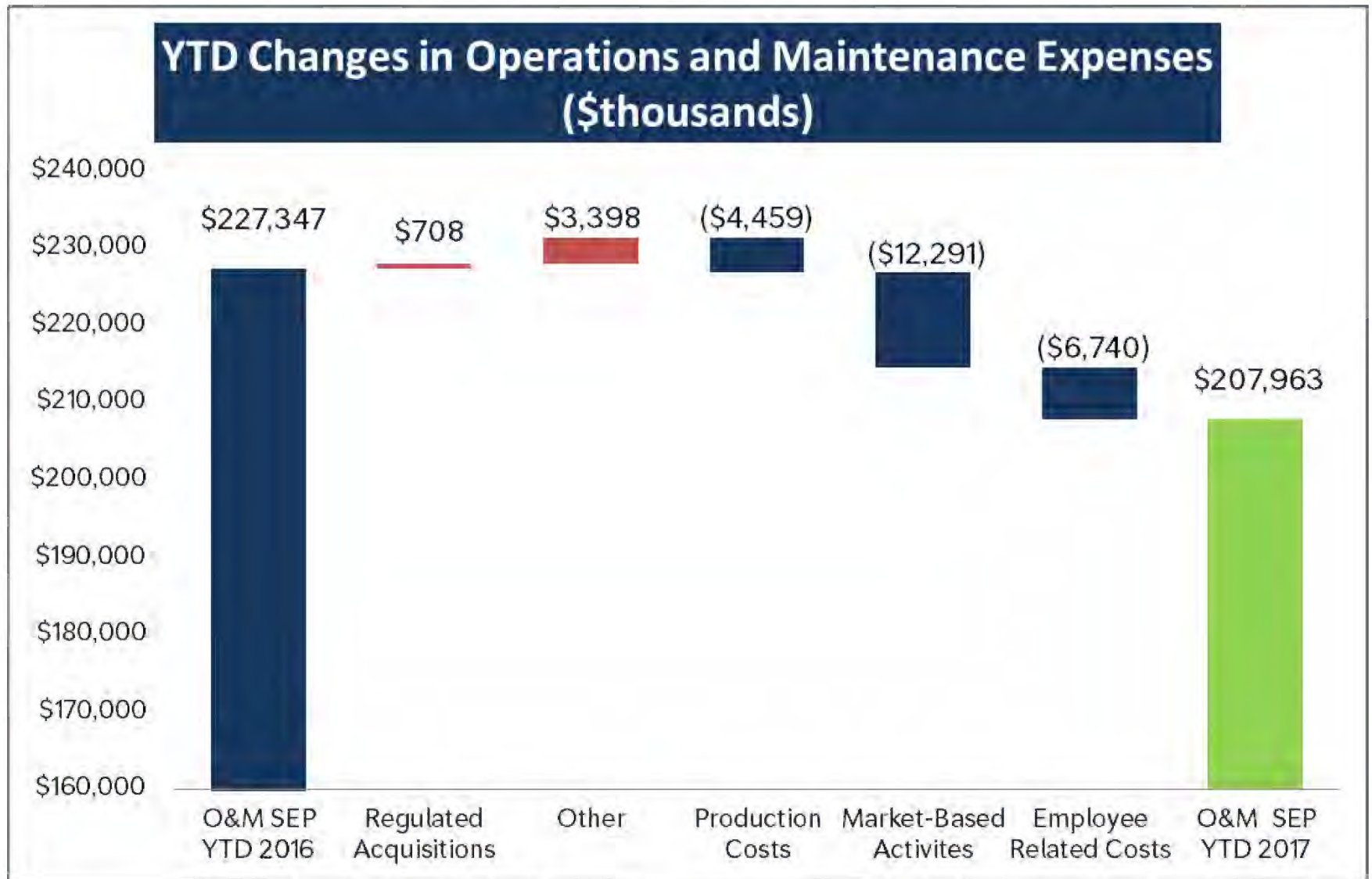
Operating Revenues

YTD September 30, 2017 vs. YTD September 30, 2016



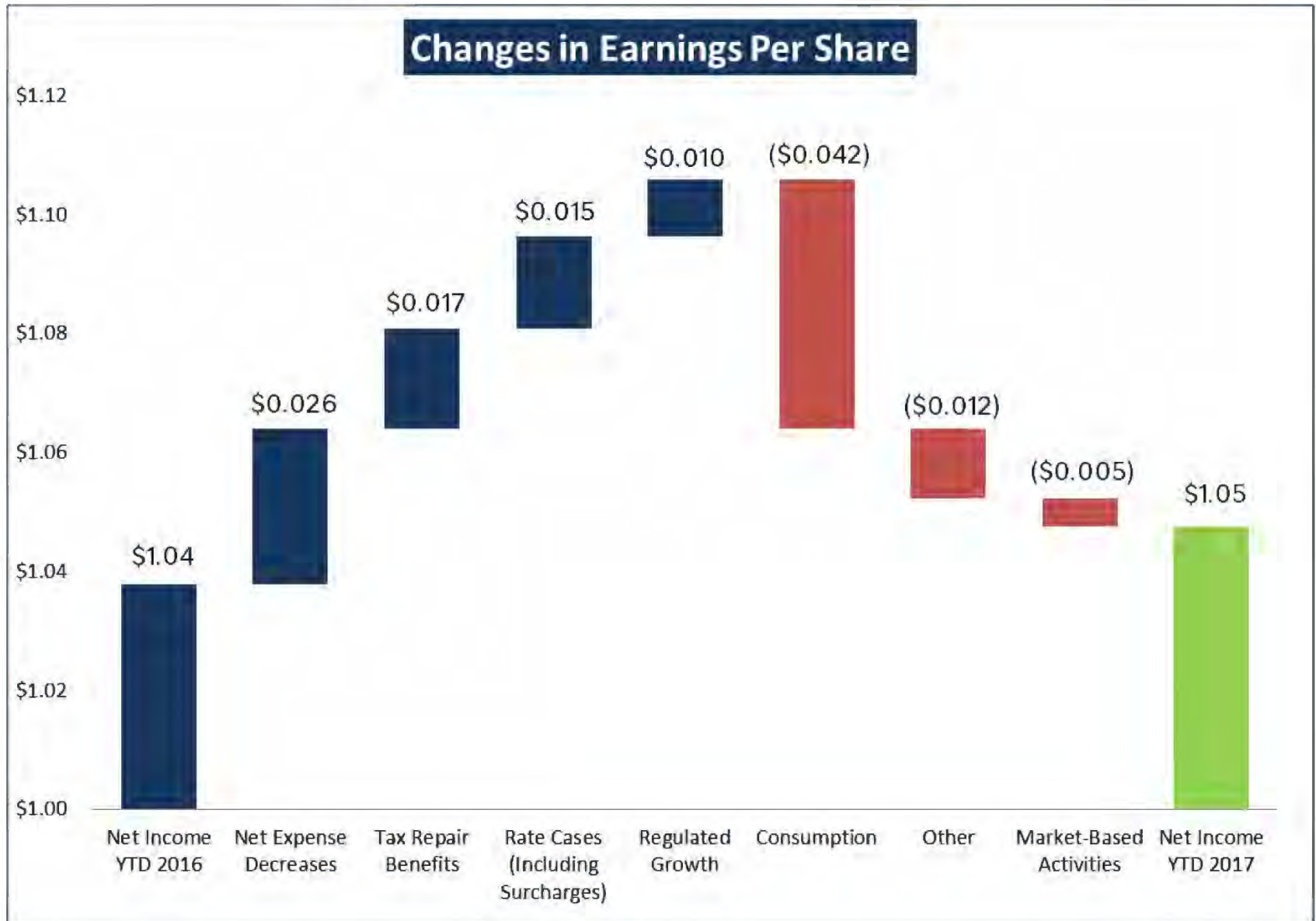
Operations & Maintenance Expenses

YTD September 30, 2017 vs. YTD September 30, 2016



Earnings per Common Share

YTD September 30, 2017 vs. YTD September 30, 2016



Rates and Infrastructure Surcharges Completed

as-of October 31, 2017

Rates or Surcharges Received in 2017			
State	Docket Number	Type	Awarded Annualized Revenue Increase (\$thousands)
Indiana	44752	Rate Case (ww)	\$1,896
Illinois	17-0131	Surcharge (w)	\$454
	17-0131	Surcharge (w)	\$660
	17-0131	Surcharge (ww)	\$42
	17-0131	Surcharge (w)	\$64
	17-0131	Surcharge (ww)	\$116
	17-0131	Surcharge (ww)	\$128
	17-0131	Surcharge (ww)	\$5
New Jersey	N/A	Surcharge (w)	\$1,246
	N/A	Surcharge (w)	\$706

Rates and Surcharges differentiated by water (w) and wastewater (ww) systems

(Continued on next page)

Rates and Infrastructure Surcharges Completed

as-of October 31, 2017

(continued from previous page)

Rates or Surcharges Received in 2017			
State	Docket Number	Type	Awarded Annualized Revenue Increase (\$thousands)
North Carolina	W-215-Sub-363A	Surcharge (w)	\$482
	W-215-Sub-363A	Surcharge (ww)	\$57
	W-215-Sub-363A	Surcharge (w)	\$25
	W-218-Sub-363A	Surcharge (w)	\$269
	W-218-Sub-363A	Surcharge (w)	\$55
	W-218-Sub-363A	Surcharge (ww)	\$28
	W-218-Sub-363A	Surcharge (w)	\$(1)
	W-218-Sub-363A	Surcharge (ww)	\$31
Ohio	Ordinance # 22-2013	Rate Case (w)	\$731
	Ordinance # 14-041	Rate Case (w)	\$534
	16-0907-WW-AIR	Rate Case (w)	\$4,242
Pennsylvania	M-2017-2625811	Surcharge (w)	\$9,651
	M-2017-2605860	Surcharge (w)	\$(9)
		Total	\$21,410

Rates and Surcharges differentiated by water (w) and wastewater (ww) systems

Rates and Infrastructure Surcharges Pending

as-of October 31, 2017

Rates Pending in 2017			
State	Docket Number	Type	Requested Annualized Revenue Increase (\$thousands)
Virginia	PUR-2017-00017	Rate Case (w)	\$67
	PUR-2017-00017	Rate Case (ww)	\$88
	PUR-2017-00082	Rate Case (w)	\$1,489
	PUR-2017-00082	Rate Case (ww)	\$399
Illinois	17-0259	Rate Case (w)	\$10,542
	17-0259	Rate Case (ww)	\$1,458
North Carolina	W-218, Sub 363A	Surcharge (w)	\$14
	W-218, Sub 363A	Surcharge (ww)	\$60
	W-218, Sub 363A	Surcharge (ww)	\$9
		Total	\$14,126

Rates and Surcharges differentiated by water (w) and wastewater (ww) systems

State by State Comparison

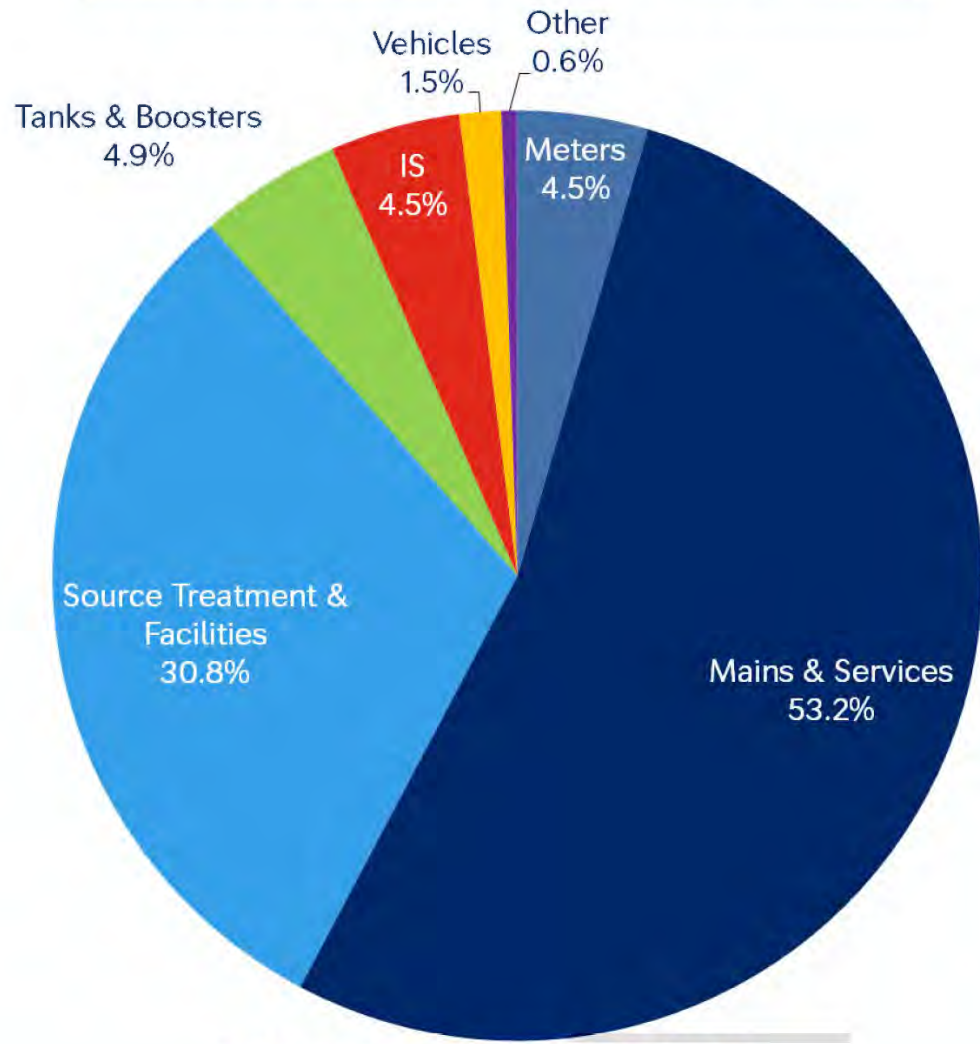
as-of December 31, 2016

State	Rate Base (\$millions)	Water Connections	Wastewater Connections
PA	\$2,603	434,787	20,440
OH	271	144,308	6,693
IL	239	63,494	9,753
TX	200	61,755	16,241
NJ	150	52,590	6,049
NC	136	78,835	17,585
IN	82	899	25,661
VA	69	25,489	7,686
Total	\$3,751	862,157	110,108

Capital Investment Spending

Regulated Operations

2017 to 2019 Capital Investment Breakdown



3 Year Total = +\$1.2 Billion

Earnings Call

AQUASM

NYSE: WTR



First Quarter 2018

May 9, 2018

Forward Looking Statement

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Today's Presenters



Christopher Franklin

Chairman &
Chief Executive Officer



Dave Smeltzer

Executive Vice President,
Chief Financial Officer



Dan Schuller

Executive Vice President,
Strategy and Corp.
Development & Deputy CFO



Brian Dingerdissen

Vice President, Chief of Staff
& Investor Relations

Introduction

Christopher Franklin

Chairman, Chief Executive Officer and President



AQUASM

NYSE: WTR

Today's Agenda

- Corporate Update
- Quarter Highlights
- Summary of Financial Results
- Rates & Acquisition Update
- 2018 Guidance

Dave Smeltzer Retirement



- 32-year career with Aqua
- CFO for 19 years
- Played a key role in over 300 acquisitions
- Helped to pioneer regulatory mechanisms such as DSIC
- Named 2009 CFO of the Year by Philadelphia Business Journal

Executive Team Update



Dan Schuller

- Appointed CFO, serving as deputy CFO until Dave Smeltzer retirement in October
- Previously was EVP, Strategy and Corporate Development since 2015
- Spent 8 years with J.P. Morgan Asset Management – Infrastructure Investments Group



Matthew Rhodes

- Named EVP, Strategy and Corporate Development
- Spent 11 years at Goldman Sachs Investment Banking Division, with lead coverage of more than 25 utility companies



Christina Kelly

- Appointed Chief Human Resources Officer starting May 21
- Previously vice president of HR at AmerisourceBergen with 14 years of human resources experience

2018 First Quarter Highlights

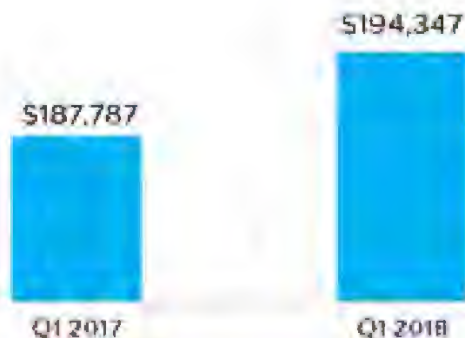
Acquisitions

- Three water and wastewater system acquisitions closed in Q1 including one in PA and two in Ohio

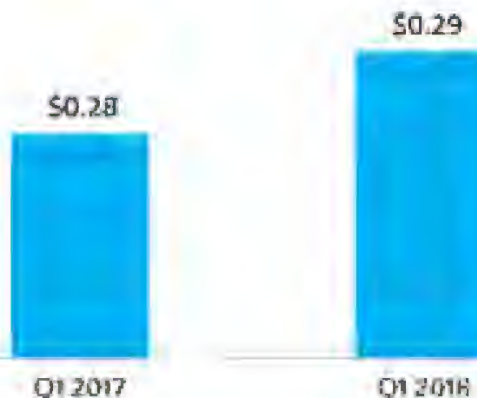
Customer Growth

- Added 2,259 new customers
- 2-3% customer growth expected for the year

Revenue Growth



EPS Growth



Summary of Financial Results

Dave Smeltzer

Executive Vice President and CFO

Dan Schuller





Executive Vice President, Strategy and
Corporate Development and Deputy CFO



AQUASM

NYSE: WTR

2018 First Quarter Financial Results

	In millions except per share	Q1 2018		Q1 2017	Variance
	Revenue	\$194.3		\$187.8	3.5%
	Operations and Maintenance Expense	\$73.9		\$67.9	8.9%
	Net Income	\$50.8		\$49.1	3.6%
	Net Income per Share	\$0.29		\$0.28	3.6%



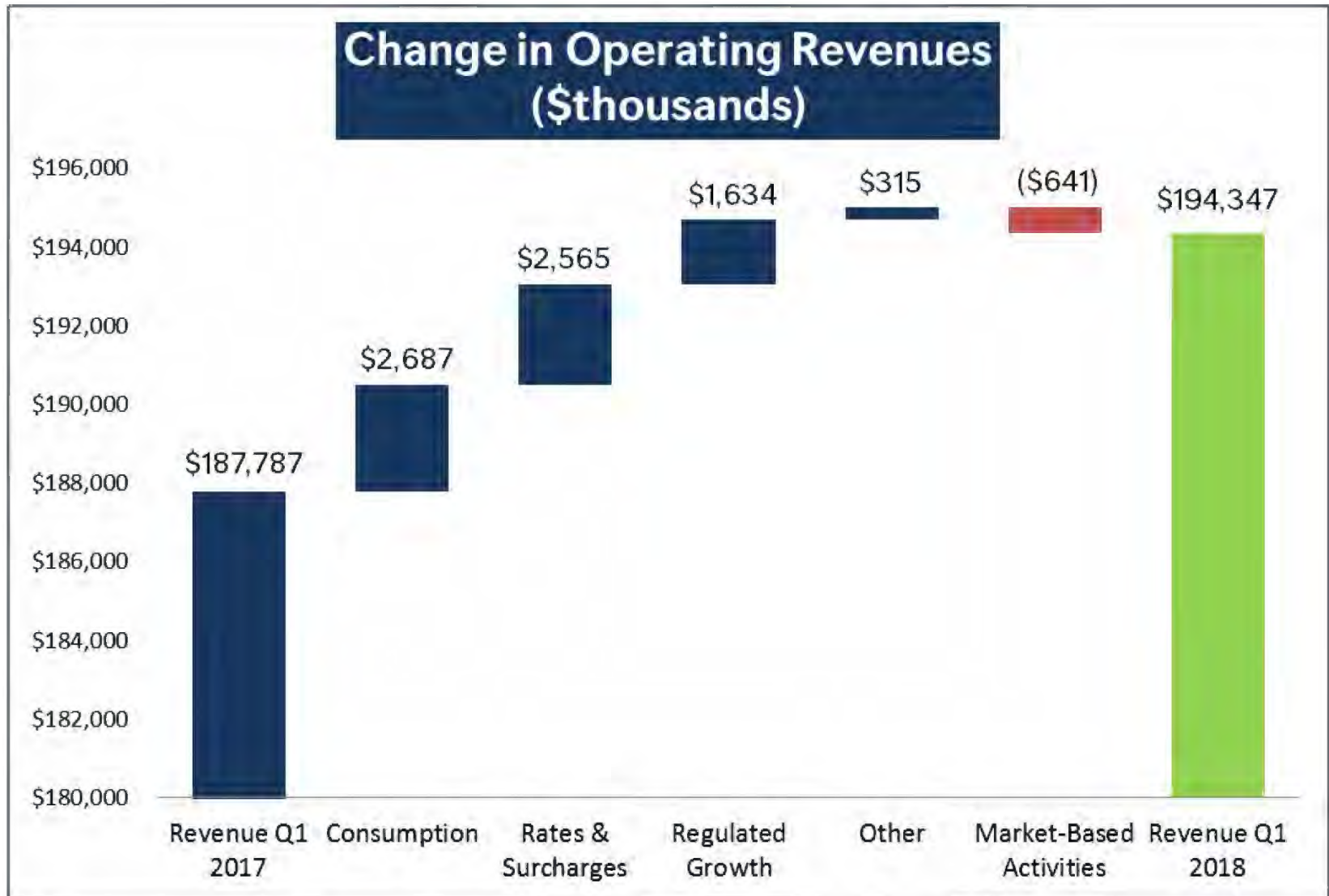
Favorable Change



Unfavorable Change

Operating Revenues

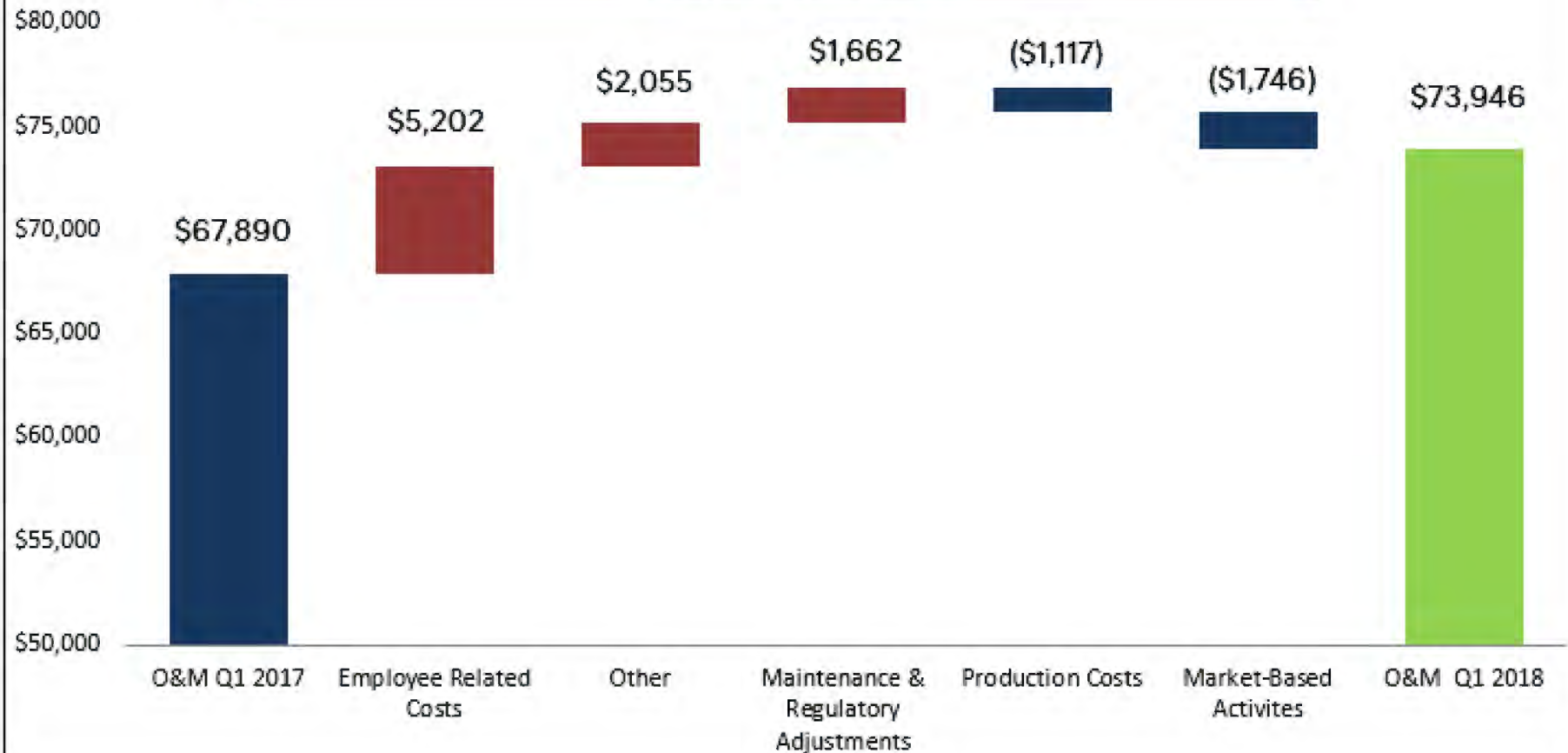
Q1 2018 vs. Q1 2017



Operations & Maintenance Expenses

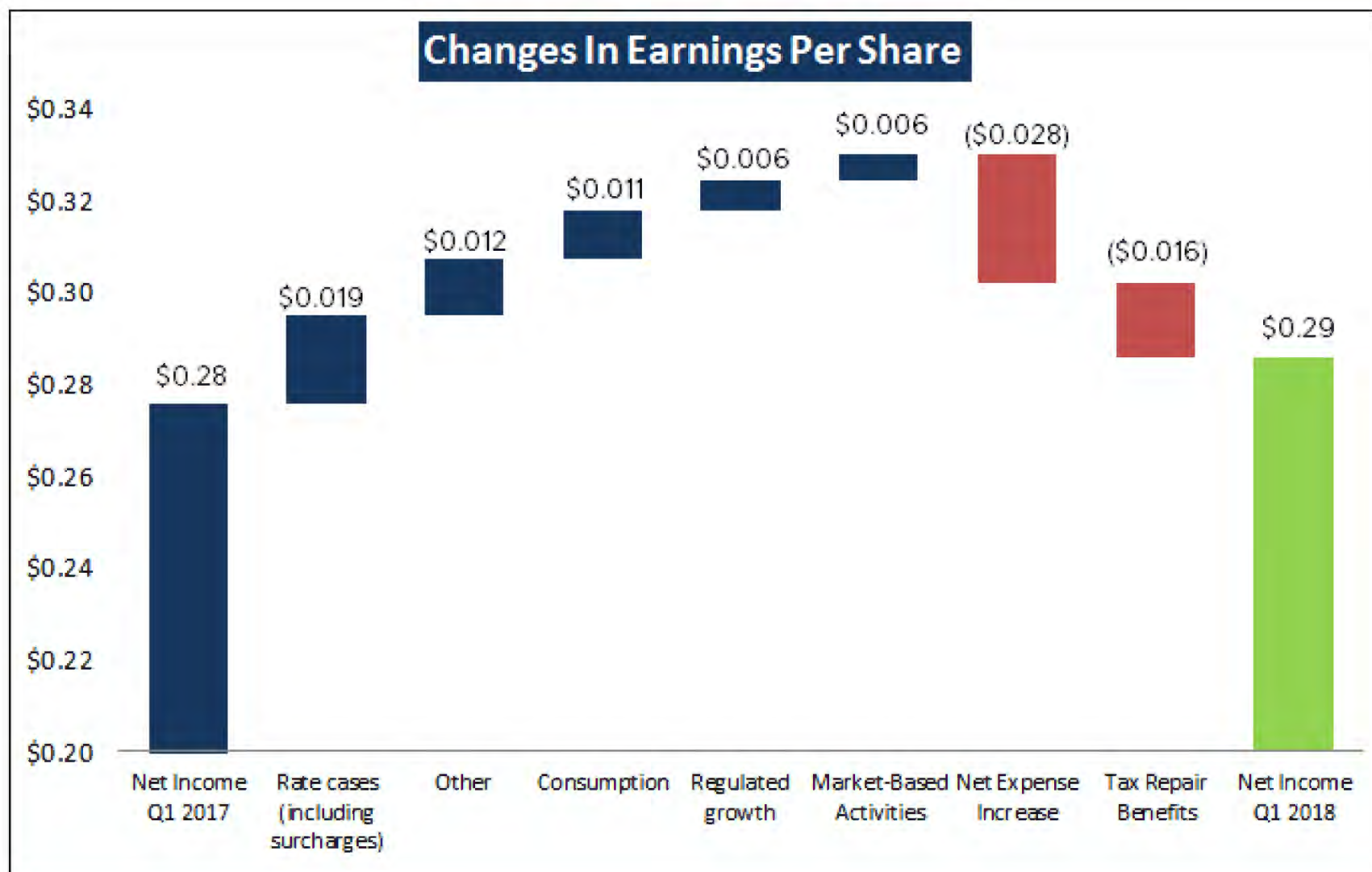
Q1 2018 vs. Q1 2017

Changes in Operations & Maintenance Expenses (\$thousands)



Earnings per Common Share

Q1 2018 vs. Q1 2017



Rate Activity

2018 Completed Rate Cases and Surcharges

- Base rate cases or surcharges completed in IL, IN, NJ, NC, OH, PA, and TX
- \$23.6 million in additional annualized revenue

2018 Pending Rate Cases and Surcharges

- Base rate cases or surcharges in IN, NC, OH, and VA with requested annualized revenue increase of \$8.6 million

Additional rate activity information provided in Appendix

2018 Municipal Acquisition Activity

We have six municipal acquisitions that are signed and slated to close in 2018.

Acquisition ¹	Type	Approx. Number of Customers	Approx. Purchase Price (\$000s)
System A	WW	5,400	\$75,100
System B	WW	2,100	\$29,500
System D	W	600	\$3,600
System E	W / WW	2,987	\$12,300
System F	WW	3,838	\$25,200
System G	WW	1,400	\$5,000
Total		16,325	\$150,700

1) System C (Tobyhanna, PA) closed in 2017.

2018 Guidance

Christopher Franklin

Chairman, Chief Executive Officer and President



AQUASM

NYSE: WTR

2018 Guidance

Earnings

- Full-year earnings per share between \$1.37 – \$1.42

Capex

- Infrastructure investment of approximately \$500 million in 2018
- Infrastructure investment of approximately \$1.4 billion planned through 2020 in existing operations
- Rate base growth of approximately 7%

Rate Activity

- Aqua Pennsylvania, files a rate case in 2018 with resolution expected in 2019

Customer Growth

- Total customer growth of between 2 to 3%

Q&A Session



AQUASM

NYSE: WTR

Thank You for Attending Aqua America's First Quarter 2018 Earnings Call

Second Quarter 2018 Earnings
Conference Call and Webcast
Thursday, August 9, 2018

For more information contact:
Brian Dingerdissen
Vice President, Chief of Staff and Investor Relations
610.645.1191

Appendix



AQUASM

NYSE: WTR

2018 Acquisitions

As of May 8, 2018

State	Acquisitions Closed	Total Customers	Total Collective Purchase Price (\$thousands)
PA	1	81	\$4.5
OH	2	367	\$185.6
Total	3	448	\$190.1

0.2% Total Customer Growth

31% of Acquired Customers from Wastewater Systems

Rates and Infrastructure Surcharges Completed

as-of May 7, 2018

Rates or Surcharges Received in 2018			
State	Docket Number	Type	Awarded Annualized Revenue Increase (\$thousands)
Illinois*	17-0259	Rate Case (w)	\$6,549
	17-0259	Rate Case (ww)	\$758
Indiana	50137, 50144, 50143, 50141	Tax Compliance Filing	(\$39)
New Jersey	WR16010090	Surcharge (w)	\$1,913
	WR18030237	Tax Compliance Filing	(\$2,615)
North Carolina	W-2018, Sub 363A	Surcharge (w)	\$14
	W-2018, Sub 363A	Surcharge (ww)	\$65
Ohio	Ordinance 22-2013 & 14-041	Rate Case (w)	\$1,333
Pennsylvania	M-2017-2638898, M-2018-3000644, M-2018-3000069	Surcharges (w)	\$19,303
Texas	48197	Tax Credit Surcharge	(\$3,726)
		Total	\$23,555

Rates and Surcharges differentiated by water (w) and wastewater (ww) systems

*IL Rate Case was petitioned for rehearing on 4/6/18 and denied on 4/19/18, however the other parties have 30 days to file an appeal – rate increase awarded could be subject to refund if an appeal is awarded

Rates and Surcharges Pending

as-of May 7, 2018

Rates Pending in 2018			
State	Docket Number	Type	Requested Annualized Revenue Increase (\$thousands)
Indiana	TBD	Tax Compliance Filing	(\$750)
North Carolina	W-218, Sub 497	Rate Case (w)	\$3,664
	W-218, Sub 497	Rate Case (ww)	\$1,304
	W-218, Sub 363A	Surcharge (w)	(\$27)
	W-218, Sub 363A	Surcharge (ww)	\$50
Ohio	18-0337-WW-SIC	Surcharge (w)	\$2,440
Virginia*	PUR-2017-00082	Rate Case (w)	\$1,489*
	PUR-2017-00082	Rate Case (ww)	\$399*
		Total	\$8,570

Rates and Surcharges differentiated by water (w) and wastewater (ww) systems

*VA Interim Rates were reduced for water, and eliminated for wastewater in response to Tax Reform.

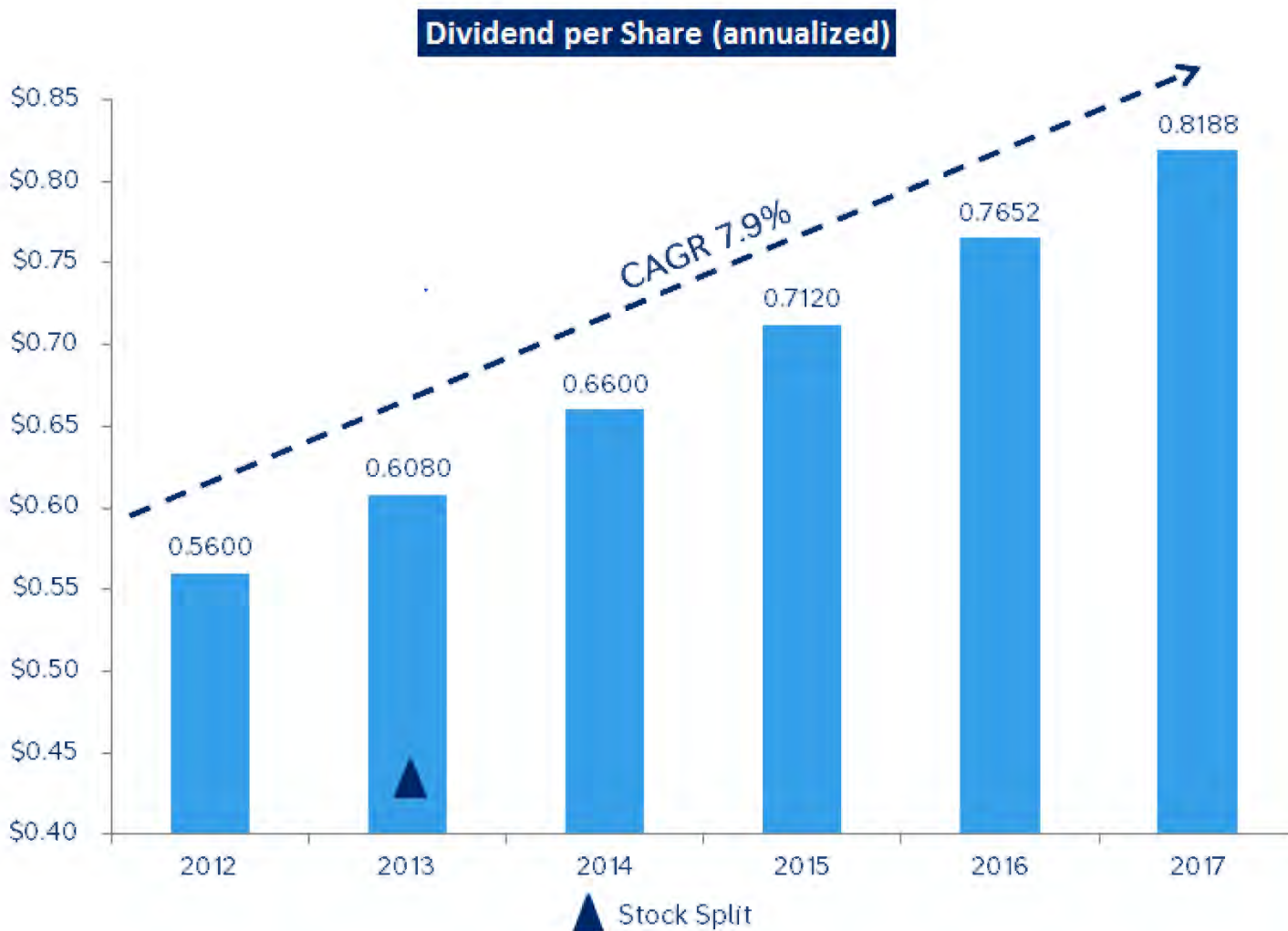
State by State Comparison

as of December 31, 2017

State	Rate Base (\$millions)	Water Connections	Wastewater Connections
PA	\$2,831	437,985	21,306
OH	287	145,000	6,719
IL	276	63,699	9,821
TX	241	63,046	16,869
NJ	172	53,115	6,125
NC	165	79,906	18,293
IN	74	1,169	26,371
VA	77	25,676	7,749
Total	\$4,123	869,596	113,253

Dividend History

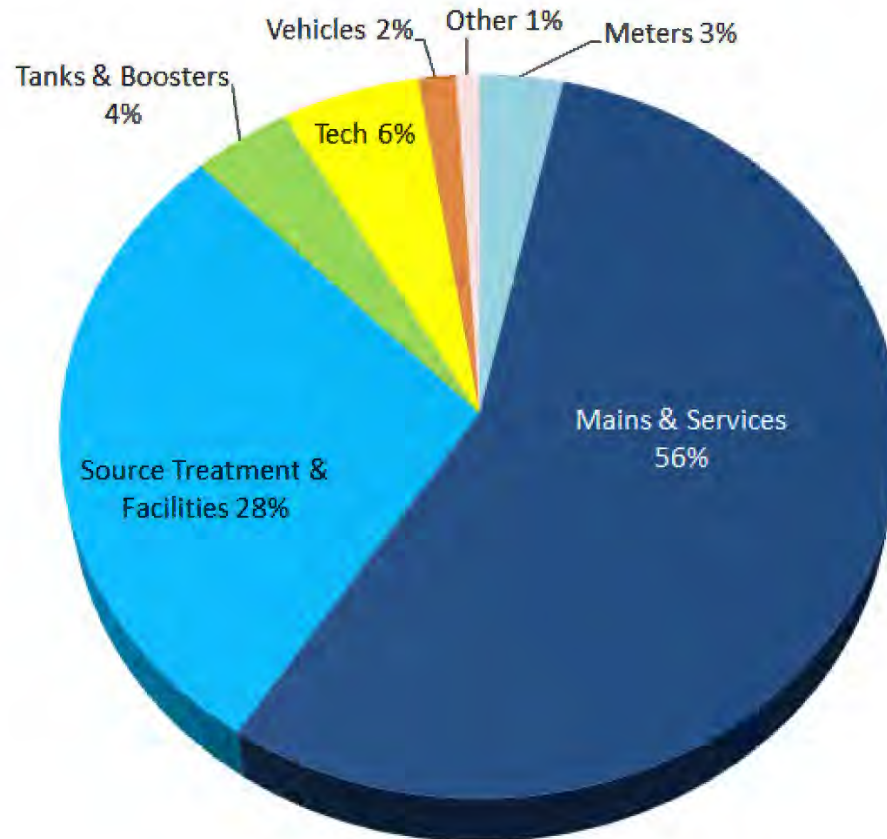
7.0% Increase to Annualized Dividend Rate of \$0.8188 Effective 9/1/2017



Infrastructure Investment

Regulated Operations

Capital Investment Breakdown 2018 - 2020



3 YEAR TOTAL= \$1.4 billion

Earnings Call

Second Quarter 2018



August 2, 2018

Forward Looking Statement

This presentation contains in addition to historical information, forward looking statements based on assumptions made by management regarding future circumstances over which the company may have little or no control, that involve risks, uncertainties and other factors that may cause actual results to be materially different from any future results expressed or implied by such forward-looking statements. These factors include, among others, the following: general economic and business conditions; weather conditions affecting customers' water usage or the company's cost of operations; costs arising from changes in regulations; regulatory treatment of rate increase requests; availability and cost of capital; the success of growth initiatives, including pending acquisitions; the ability to generate earnings from capital investment; and other factors discussed in our Form 10-K for the fiscal year ended December 31, 2017, which is on file with the SEC. We undertake no obligation to publicly update or revise any forward-looking statement.

Non-GAAP Reconciliation

For reconciliation of non-GAAP financial measures, see the Investor Relations section of the company's Web site at www.AquaAmerica.com

Today's Presenters



Chris Franklin
*Chairman, CEO and
President*



Dave Smeltzer
*Executive Vice President
& Chief Financial Officer*



Dan Schuller
*Executive Vice President, Deputy
CFO*



Matthew Rhodes
*Executive Vice President,
Strategy & Corp. Development*



Brian Dingerdissen
*Vice President, Chief of Staff
& Investor Relations*

Introduction

Christopher Franklin

Chairman, Chief Executive Officer and President





Agenda

- Corporate Highlights
- Summary of Financial Results
- PA Rate Case Update
- Acquisition Update
- 2018 Guidance
- Questions

Corporate Highlights

Acquisitions

- Closed Manteno and Limerick municipal acquisitions adding 9,200 customers
- 6 additional municipal asset purchase agreements currently signed

Revenue Growth



Infrastructure Investment

- Invested \$216.6 million in pipes, plants and other infrastructure year to date
- We expect to invest approximately \$500 million this year

EPS Growth



Dividend Increase

7.0% Increase to Annualized Dividend Rate Effective 9/1/2018



Summary of Financial Results

Dave Smeltzer



Executive Vice President, CFO





Dan Schuller

Executive Vice President, Deputy CFO





2018 Second Quarter Highlights





-  Favorable Change
-  Unfavorable Change

In millions except per share	Q2 2018		Q2 2017	Variance
Revenue	\$211.9		\$203.4	4.2%
Operations and Maintenance Expense	\$73.5		\$69.6	5.6%
Net Income	\$66.6		\$61.0	9.2%
Net Income per Share	\$0.37		\$0.34	8.8%

Year to Date Highlights

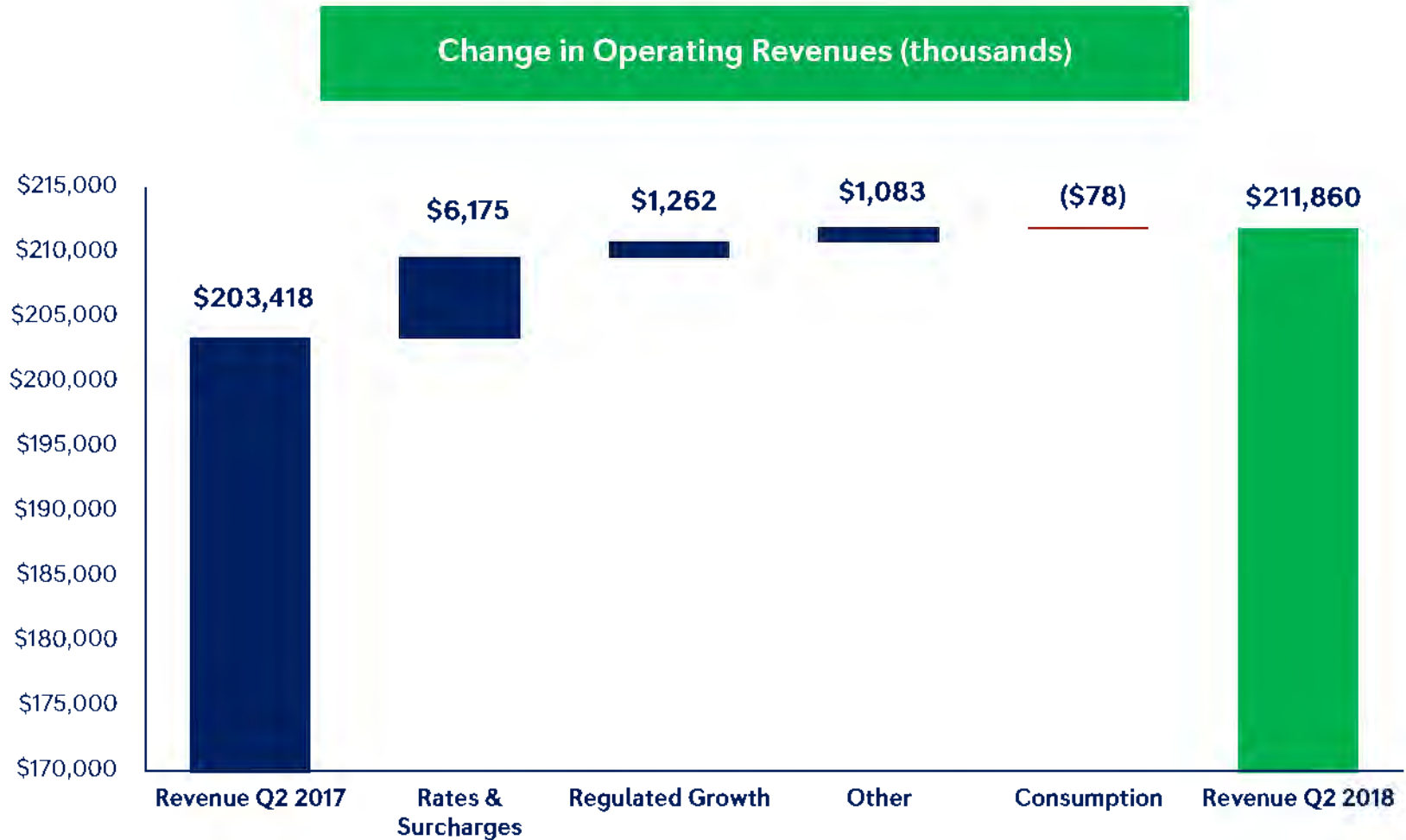
As of June 30, 2018

-  Favorable Change
-  Unfavorable Change

In millions except per share	YTD 2018		YTD 2017	Variance
Revenue	\$406.2		\$391.2	3.8%
Operations and Maintenance Expense	\$147.5		\$137.5	7.2%
Net Income	\$117.4		\$110.0	6.7%
Net Income per Share	\$0.66		\$0.62	6.5%

Operating Revenues

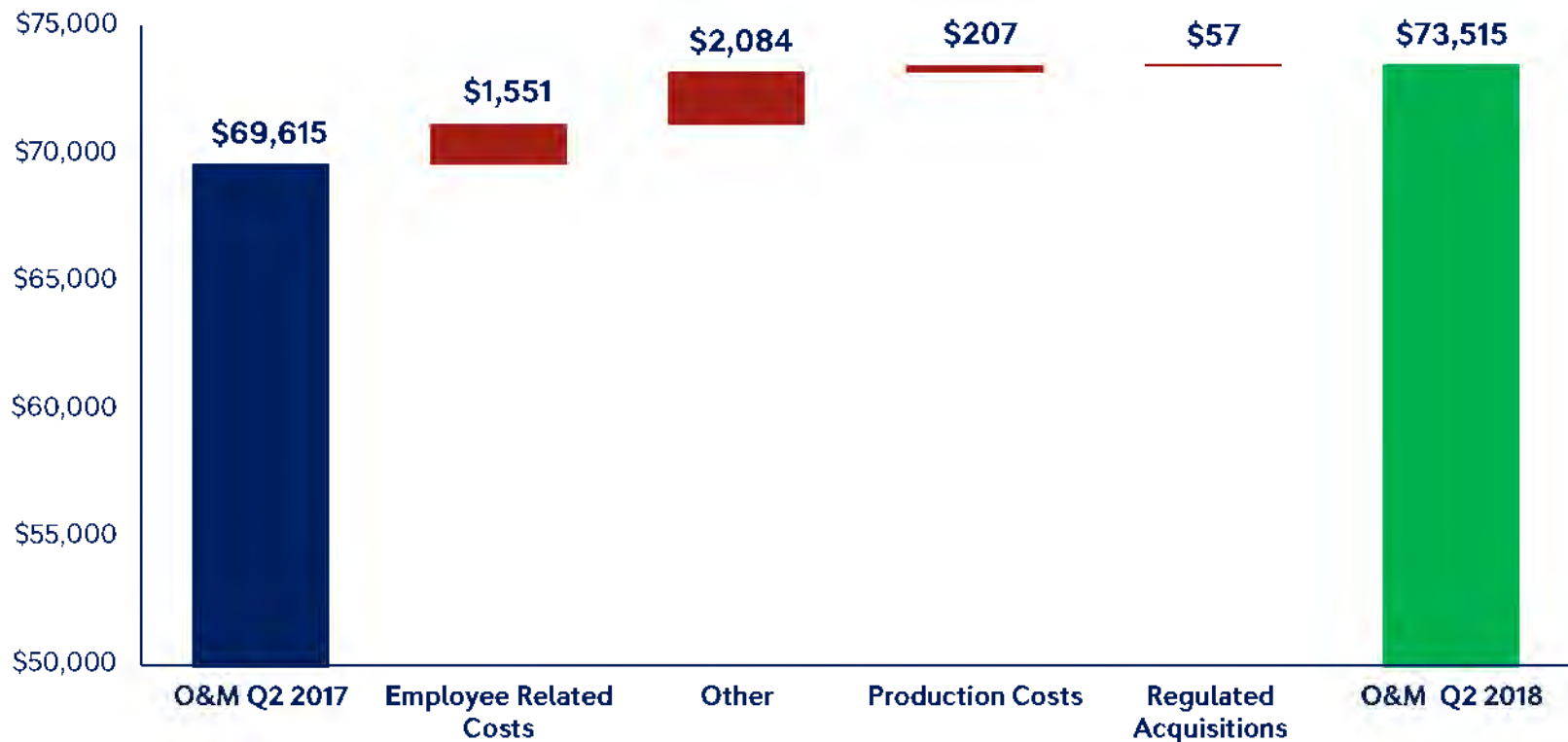
Q2 2018 vs. Q2 2017



Operations & Maintenance Expenses

Q2 2018 vs. Q2 2017

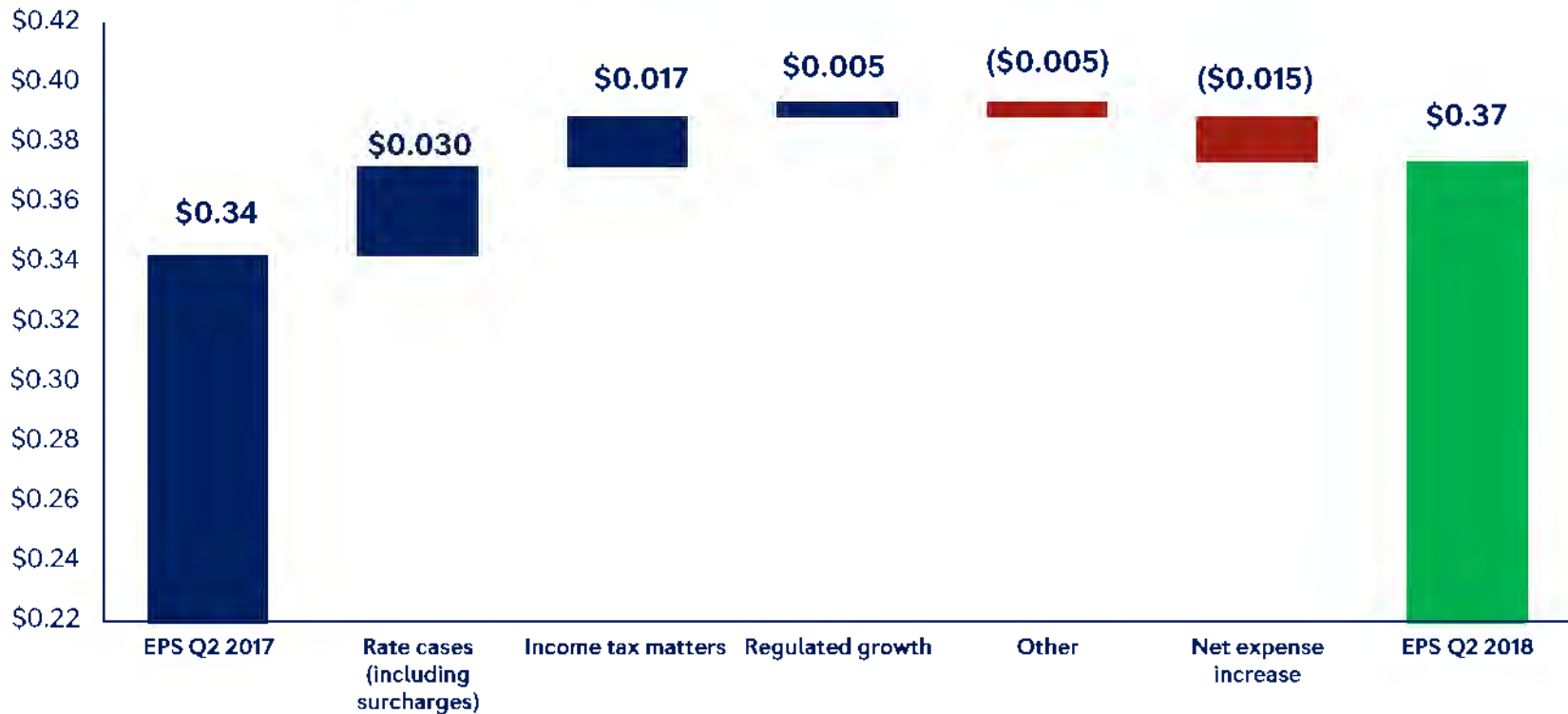
Change in Operations & Maintenance Expenses (thousands)



Earnings per Common Share

Q2 2018 vs. Q2 2017

Change in Earnings Per Share



Rate Activity

As of August 1, 2018

2018

Completed Rate Cases and Surcharges

- Base rate cases or surcharges completed in IL, IN NJ, NC, OH, PA, and TX
- **\$20 million** in additional annualized revenue

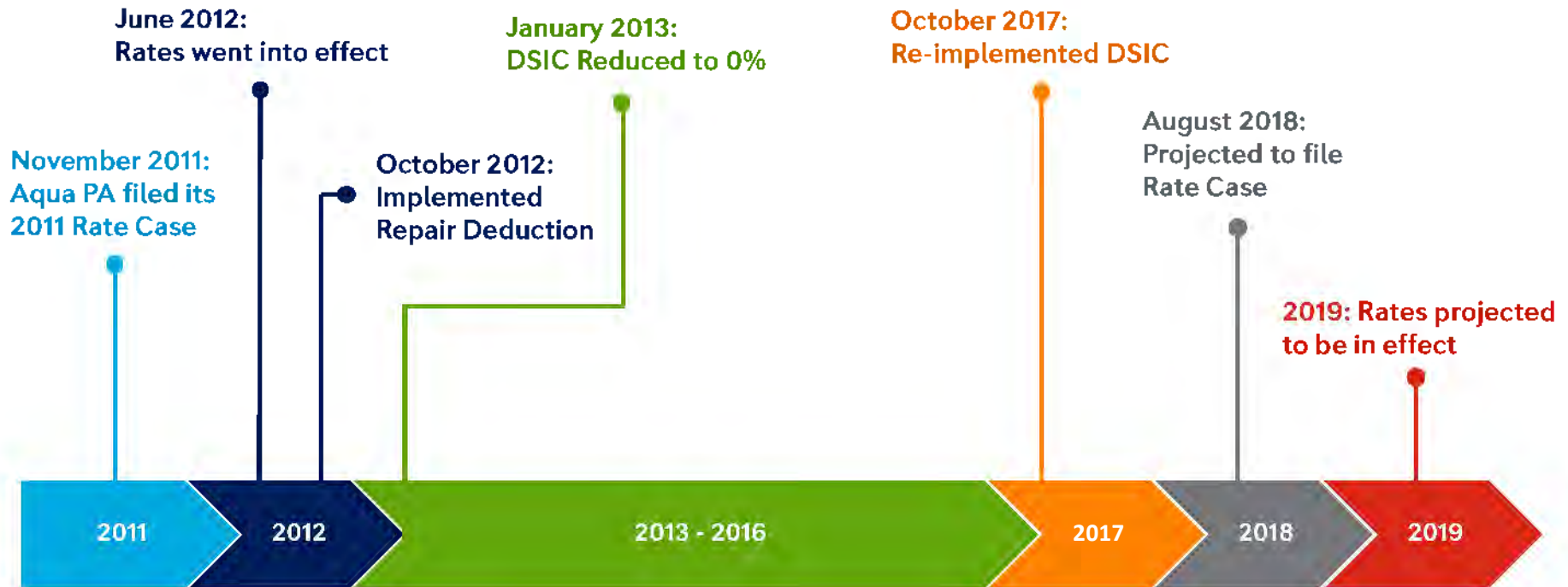
2018

Pending Rate Cases and Surcharges

- Base rate cases or surcharges in IN, NC, OH, and VA with requested annualized revenue increase of **\$8.8 million**

Additional rate activity information provided in Appendix

PA Rate Case Summary



PA Rate Case Summary

Timeframe:

- File: Summer 2018
- Complete: Spring 2019

Case Summary/Issues:

- First case filed in 7 years
- Over \$2 billion of capital
- Consolidated Water & WW
- Over 20 Acquisitions
- First filing using Fully Projected Future Test Year
- Tax Act and Tax Repair

Year	PA CAPX (\$000's)
2012	\$129,923
2013	\$212,721
2014	\$214,155
2015	\$248,354
2016	\$251,373
2017	\$308,006
'18 and '19 (est.)	\$650,000
Total	\$2,014,532

Acquisitions

Matt Rhodes

Executive Vice President, Strategy &
Corporate Development



2018 Closed Municipal Acquisitions

As of August 1, 2018

Acquisitions	State	Type	Total Customers	Purchase Price (\$thousands)
Manteno	IL	WW	3,838	\$25,000
Limerick	PA	WW	5,434	\$75,100
Total			9,272	\$100,100

1.4% Total Customer Growth YTD 2018, From Acquisitions and Organic Growth

Listed in chronological order of closing.

Limerick was previously referred to as “System A” and Manteno as “System F”.

Signed Municipal Agreements

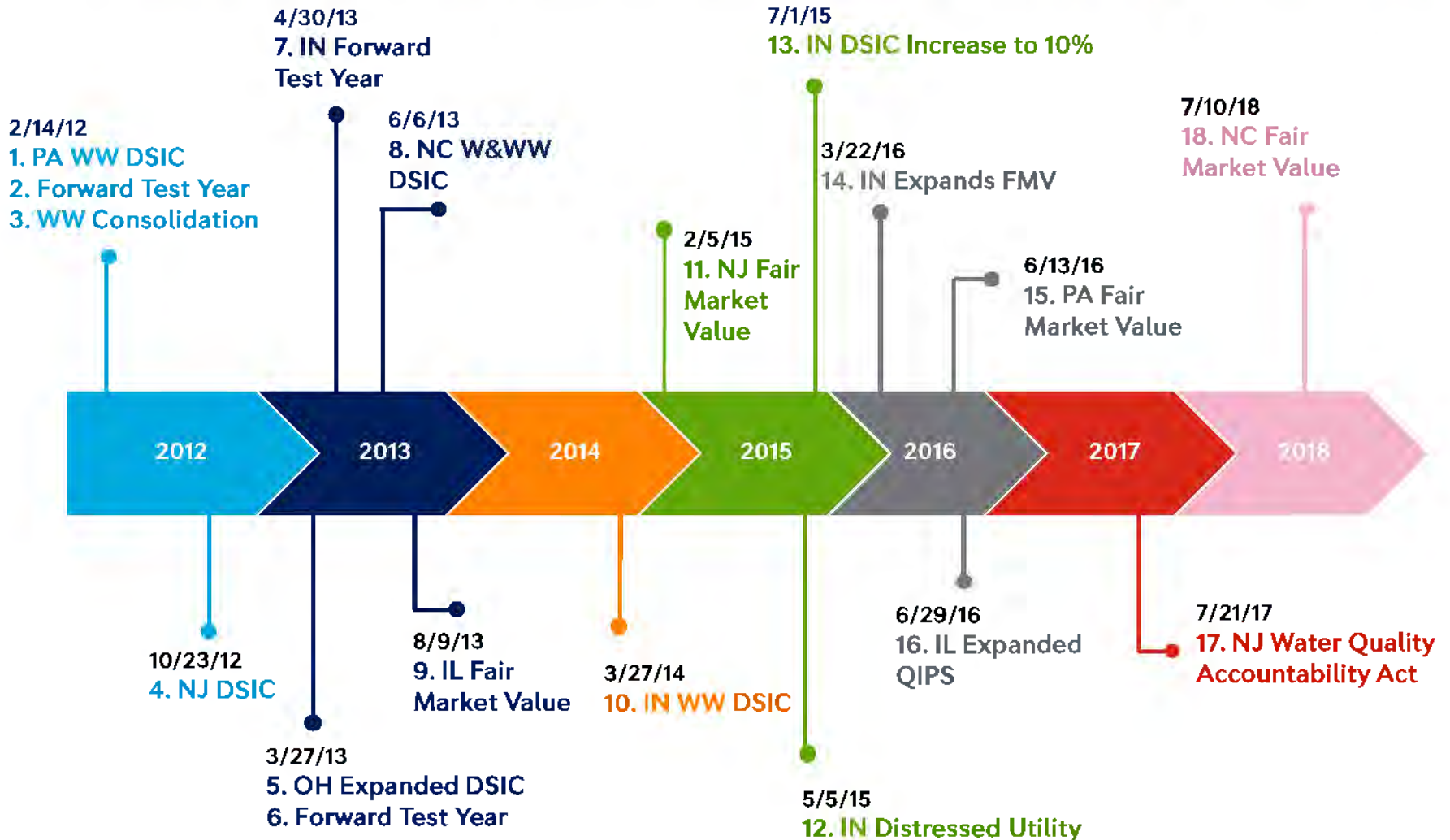
As of August 1, 2018

Acquisition	State	Type	Approx. Number of Customers	Approx. Purchase Price (\$000s)
New Garden	PA	WW	2,106	\$29,500
System D	PA	W	600	\$3,600
System E	IL	W / WW	2,987	\$12,300
East Bradford	PA	WW	1,248	\$5,000
System H	IL	WW	540	\$2,300
Cheltenham	PA	WW	10,500	\$50,250
Total			17,981	\$102,950

Listed in chronological order of signing.

New Garden was previously referred to as “System B” and East Bradford as “System G”. Tobyhanna known as “System C” closed in 2017.

Water & Wastewater Regulatory Trends



Guidance

Aqua America



2018 Guidance

Earnings	<ul style="list-style-type: none">• Full-year earnings per share between \$1.37 – \$1.42
Capex	<ul style="list-style-type: none">• Infrastructure investment of approximately \$500 million in 2018• Infrastructure investment of approximately \$1.4 billion planned through 2020 in existing operations• Rate base growth of approximately 7%
Rate Activity	<ul style="list-style-type: none">• Aqua Pennsylvania expects to file a rate case in August 2018 with resolution expected in 2019
Customer Growth	<ul style="list-style-type: none">• Total customer growth of between 2 to 3%

Q&A Session

Aqua America

The Aqua America logo features the word "AQUA" in a bold, blue, sans-serif font. The letter "Q" is stylized with a blue wave-like shape underneath it. A small "SM" trademark symbol is located to the right of the word.

AQUASM

Thank You for Attending Aqua America's Second Quarter 2018 Conference Call

**Third Quarter 2018 Earnings Conference
Call and Webcast
Tuesday, November 6, 2018**

For more information contact:



Brian Dingerdissen

Vice President, Chief of Staff and Investor Relations

610.645.1191

BJDingerdissen@AquaAmerica.com

Appendix

Aqua America



2018 Closed Acquisitions

As of August 1, 2018

Acquisition	State	Transaction	Type	Number of Customers	Purchase Price (\$000s)
Sun Valley	PA	Private	W	81	\$5
Firestone Trace	OH	Private	W	229	\$124
Firestone Trace	OH	Private	WW	138	\$61
Limerick	PA	Municipal	WW	5,434	\$75,100
Manteno	IL	Municipal	WW	3,838	\$25,000
				9,720	\$100,290

Rates and Surcharges Completed

As of August 1, 2018

State	Docket Number	Type	Awarded Annualized Revenue Increase (\$thousands)
Illinois	17-0259	Rate Case (w)	\$6,549
	17-0259	Rate Case (ww)	\$758
Indiana	50137, 50144, 50143, 50141	Tax Compliance Filing	(\$788)
New Jersey	WR16010090	Surcharge (w)	(\$39)
	WR18030237	Tax Compliance Filing	(\$2,615)
North Carolina	W-2018, Sub 363A	Surcharge (w)	(\$13)
	W-2018, Sub 363A	Surcharge (ww)	\$115
Ohio	Ordinance 22-2013 & 14-041	Rate Case (w)	\$1,333
	N/A	Tax Compliance Filing	(\$830)
Pennsylvania	M-2017-2638898, M-2018-3000644, M-2018-3000069, M-2018-3002175	Surcharges (w)	\$19,303
Texas	48197	Tax Credit Surcharge	(\$3,726)
		Total	\$20,047

Rates and Surcharges Pending

As of August 1, 2018

State	Docket Number	Type	Awarded Annualized Revenue Increase (\$thousands)
Indiana	Cause No. 45032 Sub docket 18 & 19	Tax Compliance Filing	(\$486)
North Carolina	W-218, Sub 497	Rate Case (w)	\$3,664
	W-218, Sub 497	Rate Case (ww)	\$1,304
Ohio	18-0337-WW-SIC	Surcharge (w)	\$2,440
Virginia*	PUR-2017-00082	Rate Case (w)	\$1,489*
	PUR-2017-00082	Rate Case (ww)	\$399*
		Total	\$8,810

Rates and Surcharges differentiated by water (w) and wastewater (ww) systems

*VA Interim Rates were reduced for water, and eliminated for wastewater in response to the Tax Cuts and Jobs Act.

Operating Revenues

YTD June 30, 2018 vs. YTD June 30, 2017

Change in Operating Revenues (thousands)



Operations & Maintenance Expenses

YTD June 30, 2018 vs. YTD June 30, 2017

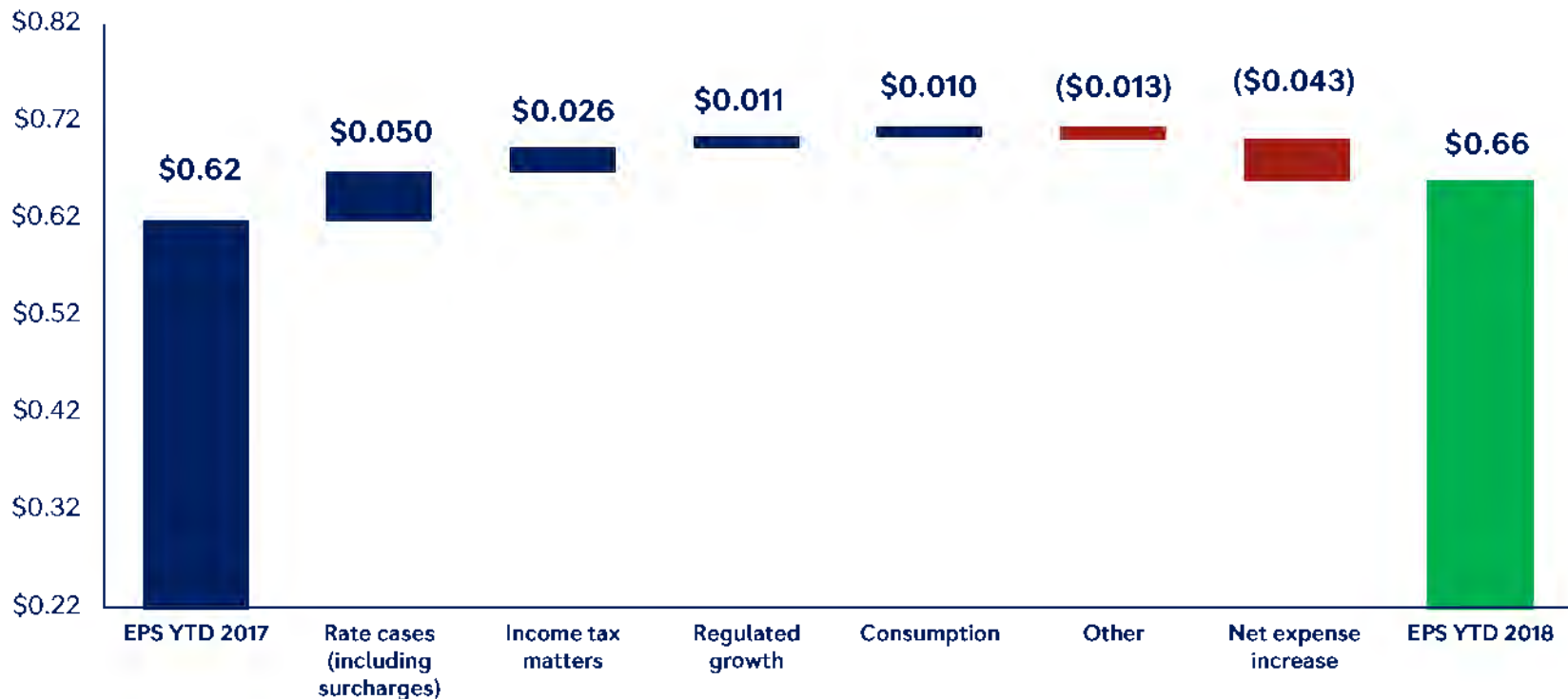
Change in Operations & Maintenance Expenses (thousands)



Earnings per Common Share

YTD June 30, 2018 vs. YTD June 30, 2017

Change in Earnings Per Share



State by State Comparison

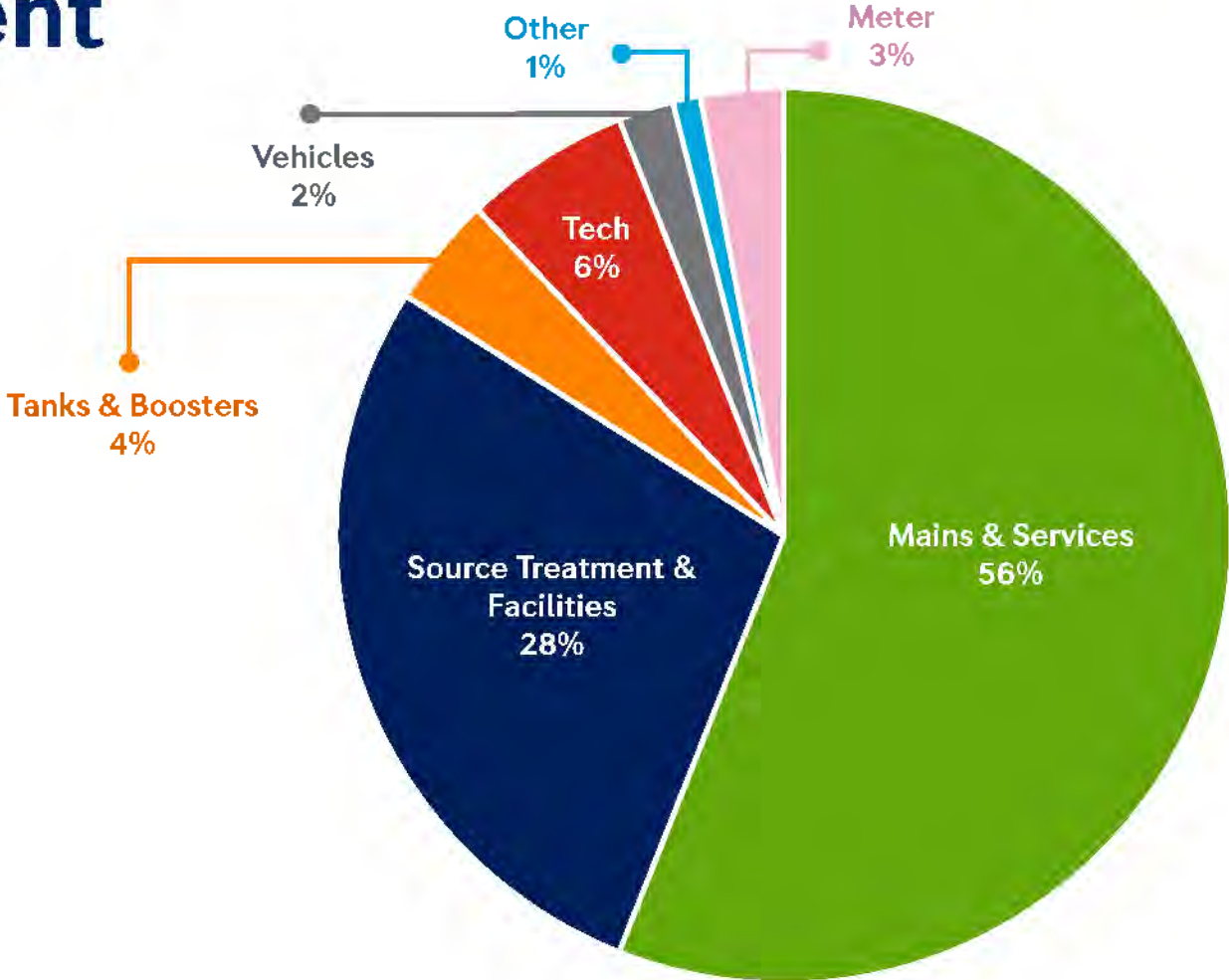
As of December 31, 2017

State	Rate Base (\$millions)	Water Connections	Wastewater Connections
PA	\$2,831	437,985	21,306
OH	287	145,000	6,719
IL	276	63,699	9,821
TX	241	63,046	16,869
NJ	172	53,115	6,125
NC	165	79,906	18,293
IN	74	1,169	26,371
VA	77	25,676	7,749
Total	\$4,123	869,596	113,253

Infrastructure Investment

Regulated Operations

Capital Investment Breakdown 2018 - 2020



3 Year Total = \$1.4 billion

Earnings Call

Third Quarter 2018



November 6, 2018

Forward Looking Statement



Brian Dingerdissen

Vice President, Chief of Staff and Investor Relations

Forward Looking Statement

This presentation contains in addition to historical information, forward looking statements based on assumptions made by management regarding future circumstances over which the company may have little or no control, that involve risks, uncertainties and other factors that may cause actual results to be materially different from any future results expressed or implied by such forward-looking statements. These factors include, among others, the following: general economic and business conditions; weather conditions affecting customers' water usage or the company's cost of operations; costs arising from changes in regulations; regulatory treatment of rate increase requests; availability and cost of capital; the success of growth initiatives, including pending acquisitions; the ability to generate earnings from capital investment; and other factors discussed in our Form 10-K for the fiscal year ended December 31, 2017, which is on file with the SEC. We undertake no obligation to publicly update or revise any forward-looking statement.

Non-GAAP Reconciliation

For reconciliation of non-GAAP financial measures, see the Investor Relations section of the company's Web site at www.AquaAmerica.com

Introduction



Chris Franklin

Chairman, Chief Executive Officer and President

Peoples Acquisition Highlights

Creating a Larger, More Diversified, Regulated Water and Natural Gas Utility

Aqua America to acquire Peoples in an all-cash transaction that reflects an enterprise value of \$4.275B, which includes the assumption of approximately \$1.3B of debt

- Aligns with growth strategy and core competencies of infrastructure investment, regulatory compliance and operational excellence
- Forms a >99% regulated water and gas distribution utility that will trade under a renamed holding company
- Increases rate base by nearly 50% and provides platform for organic growth and infrastructure investment
- Expected to provide earnings accretion in the first full year and over the long-term, with annual rate base growth of 7% in water and 8-10% in natural gas through 2021
- Maintains focus on water with ~70% of combined company net income and rate base in water and wastewater
- Expected to maintain strong investment grade credit rating

Expected to close in mid-2019, pending regulatory approvals

Momentum Continues in Municipal Acquisitions

- Closed Peotone acquisition, reaching one million water customer milestone
- Closed 3 municipal deals for over 12,000 customers and \$100 million of rate base in 2018.
- 7 municipal deals under agreement for over 21,000 customers and approximately \$100 million of rate base which we expect to close in the next 12 months

Sustaining Strong Investment in Infrastructure

- Invested \$343.2 million in pipes, plants and other infrastructure year to date
- We expect to invest approximately \$500 million this year
- On track to install approximately 170 miles of pipe this year





*Providing and protecting earth's
most essential resource*

October 2018

Inaugural CSR Report

Provides extensive information on Aqua's efforts toward increased sustainability

October 2018

CDP Survey

The Carbon Disclosure Project (CDP) Survey was completed for the first time in 2018, and we are awaiting rating results.



Summary of Financial Results







Dan Schuller

Executive Vice President, CFO



2018 Third Quarter Highlights





-  Favorable Change
-  Unfavorable Change

In millions except per share	Q3 2018		Q3 2017	Variance
Revenue	\$226.1		\$215.0	5.2%
Operations and Maintenance Expense	\$68.6		\$66.7	2.8%
Net Income	\$78.2		\$76.2	2.6%
Net Income per Share	\$0.44		\$0.43	2.3%

Year to Date Highlights

As of Sept 30, 2018

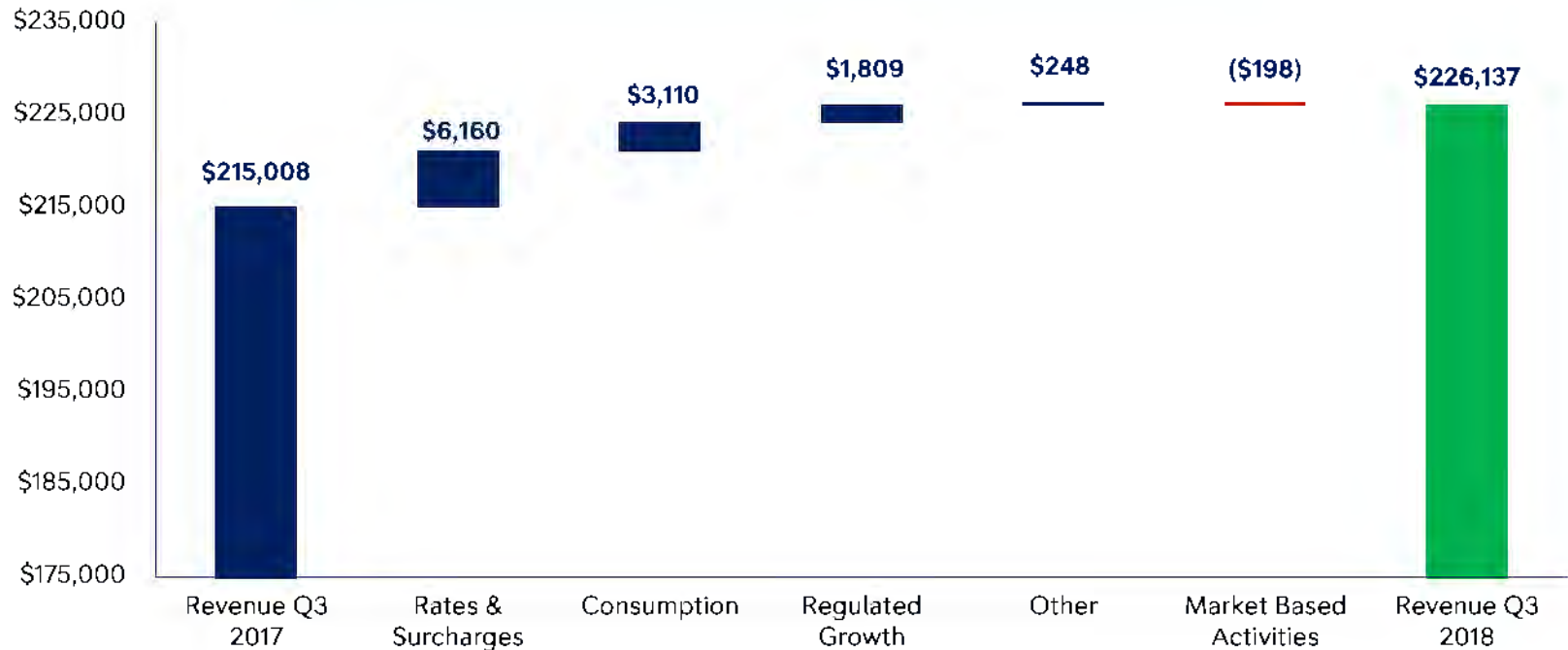
-  Favorable Change
-  Unfavorable Change

In millions except per share	YTD 2018		YTD 2017	Variance
Revenue	\$632.3		\$606.2	4.3%
Operations and Maintenance Expense	\$216.1		\$204.2	5.8%
Net Income	\$195.6		\$186.3	5.0%
Net Income per Share	\$1.10		\$1.05	4.8%

Operating Revenues

Q3 2018 vs. Q3 2017

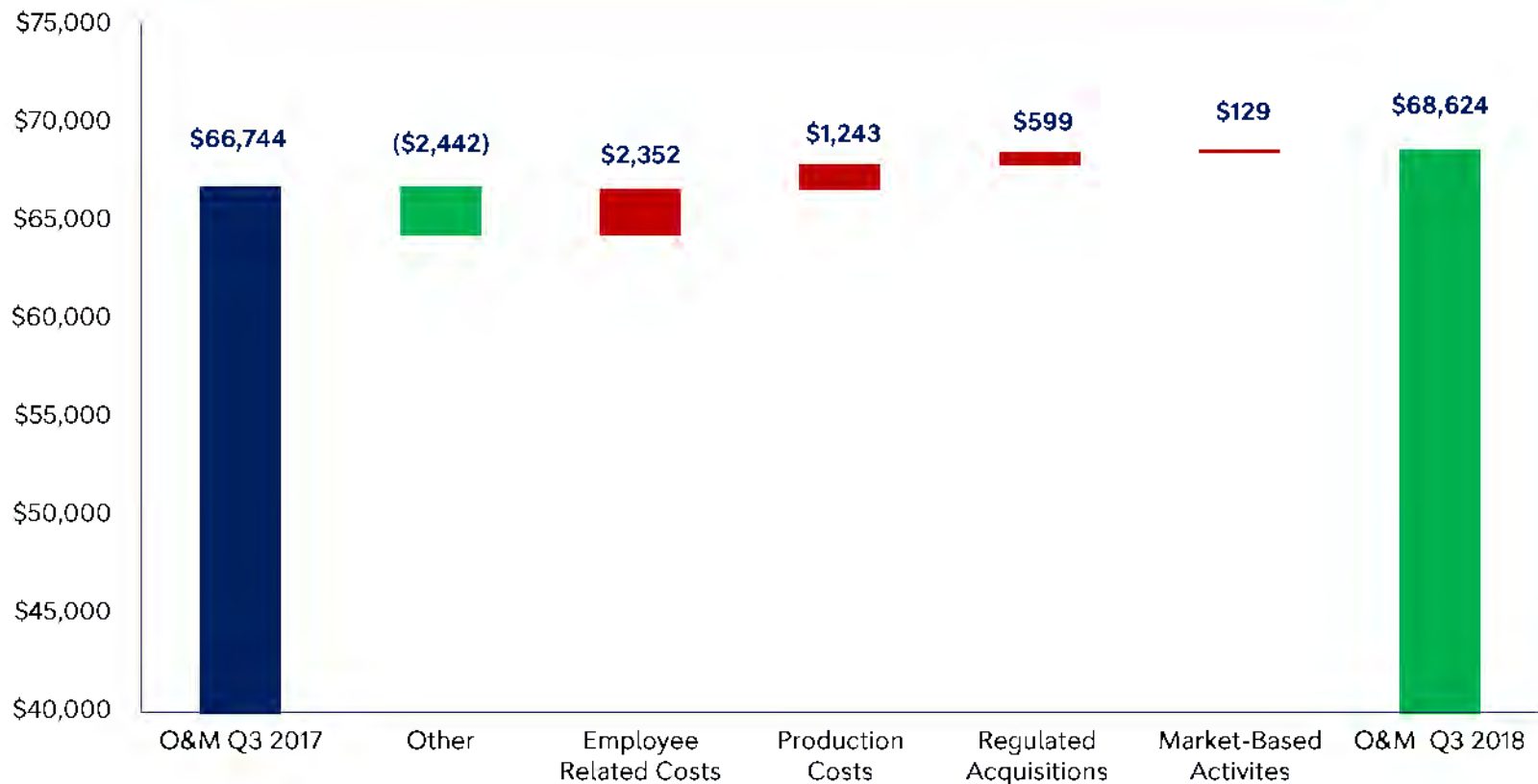
Change in Operating Revenues (thousands)



Operations & Maintenance Expenses

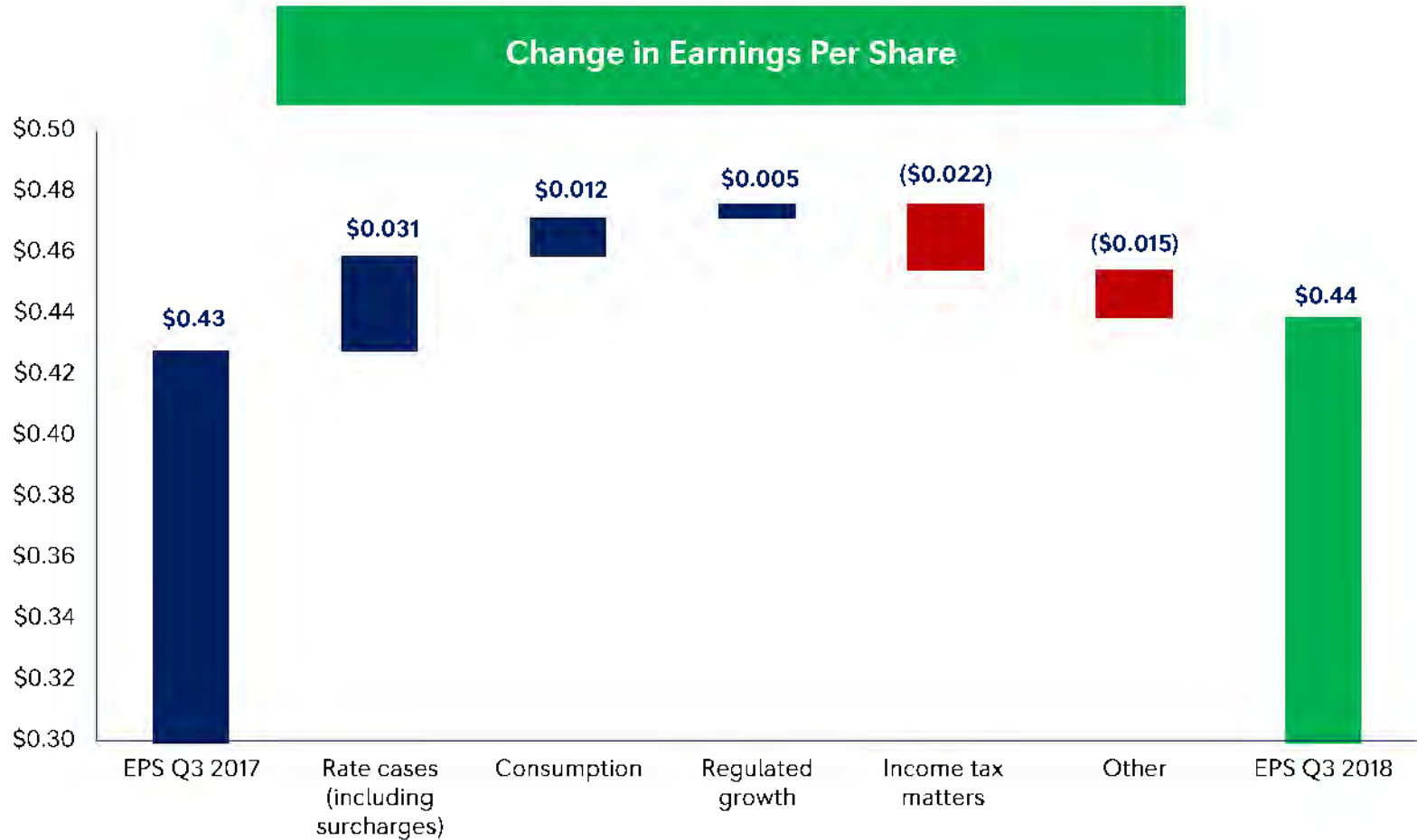
Q3 2018 vs. Q3 2017

Change in Operations & Maintenance Expenses (thousands)



Earnings per Common Share

Q3 2018 vs. Q3 2017



Rate Activity

As of November 5, 2018

2018

Completed Rate Cases and Surcharges

- Base rate cases or surcharges completed in IL, IN, NJ, NC, OH, PA, TX and VA.
- **\$20 million** in additional annualized revenue

2018

Pending Rate Cases and Surcharges

- Base rate cases or surcharges in IN, NC, OH and PA with requested annualized revenue increase of **\$78.7 million**

Additional rate activity information provided in Appendix

Growth



Matt Rhodes

Executive Vice President, Strategy & Corporate Development

2018 Closed Municipal Acquisitions

As of Nov. 5, 2018

Acquisitions	State	Type	Total Customers	Approximate Rate Base (\$thousands)
Manteno	IL	WW	3,890	\$25,000
Limerick	PA	WW	5,497	\$64,373
Peotone	IL	W / WW	2,987	\$12,300
Total			12,374	\$101,673

2.0% total customer growth YTD 2018, from acquisitions (over 12,000 customers) and organic growth (~7,000 customers).

The transactions above added over \$100mm of new rate base.

Listed in chronological order of closing.

Limerick was previously referred to as "System A", Manteno as "System F" and Peotone as "System E."

Signed Municipal Agreements

As of Nov. 5, 2018

Acquisition	State	Type	Approx. # of Customers	Approx. Purchase Price (\$000s)
New Garden	PA	WW	2,106	\$29,500
System D	PA	W	600	\$3,600
East Bradford	PA	WW	1,248	\$5,000
System H	IL	WW	540	\$2,300
Cheltenham	PA	WW	10,500	\$50,250
System I	IL	W/WW	752	\$3,550
East Norriton	PA	WW	4,952	\$21,000
Total			20,698	\$115,200

Given FMV legislation in most of Aqua's states, rate base added from municipal acquisitions closely approximates purchase price.

In addition to the signed agreements above, there is a strong pipeline of other opportunities to drive future rate base and customer growth (over 250,000 new potential customers).

Listed in chronological order of signing.

New Garden was previously referred to as "System B" and East Bradford as "System G". Tobyhanna known as "System C" closed in 2017.

Peoples Transaction Update



Matt Rhodes

Executive Vice President, Strategy & Corporate Development

Peoples: A Leading Natural Gas Utility

A regulated natural gas distributor with over 740,000 total customers.

- Provides natural gas distribution services to over 740,000 total customers in three states
- Headquartered in Pittsburgh, PA
- The company was created through the acquisition of Peoples in Feb. '10, TW Phillips in May '11, Equitable in Dec. '13¹ and Delta Gas in Dec. '17
- Employees: 1,500+
- Approximately 15,500 miles of distribution pipeline, 1,500 miles of gathering pipeline and 250 miles of intrastate transmission pipeline



Financial Overview

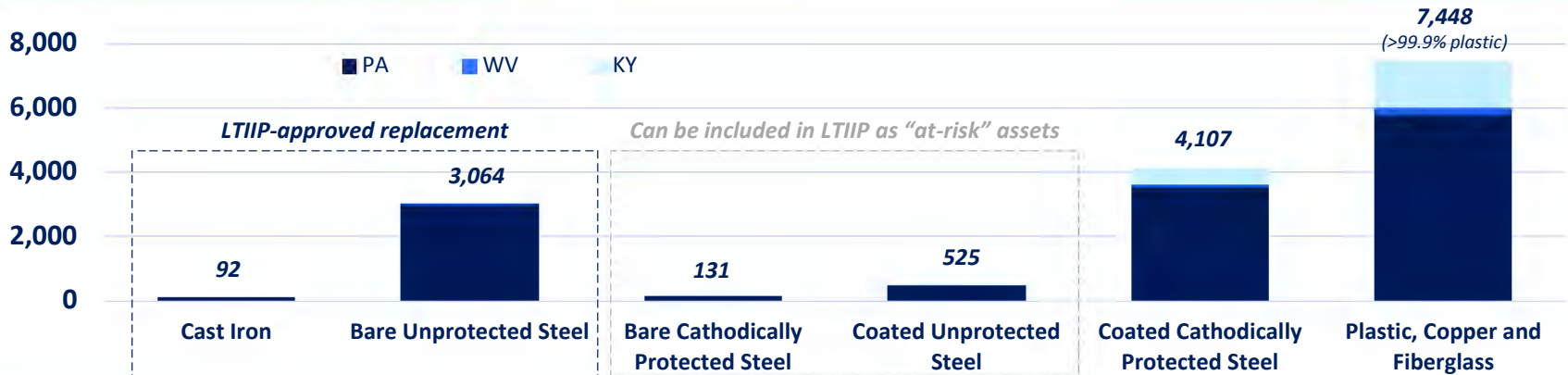
- LTIIP plan for more than \$200M annually
- 3,100 miles of bare steel and cast-iron pipe to be replaced in coming years at a rate of approximately 150 miles per year
- 98% of EBITDA from regulated gas distribution
- Projected Ann. Rate Base Growth: ~8-10% ('19-'21)
- Last PA rate case filed in 2011 (Peoples Natural Gas)

Figures in \$M	2019E
EBITDA ²	\$289
Capex	\$297
Rate Base	\$2,200
Assets	\$3,400

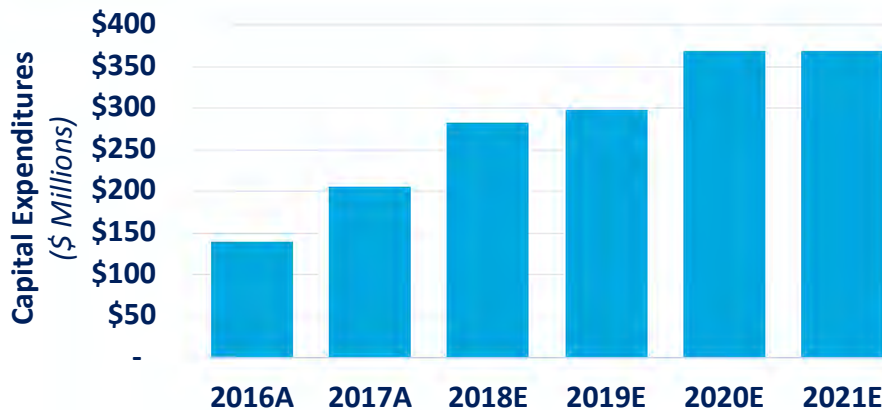
State	Approximate # of Customers
Pennsylvania	691,000
Kentucky	37,150
West Virginia	14,860
Total	743,010

Peoples' Pipeline Replacement Program

Peoples' Distribution System Material (Miles)



Capital Expenditures at Peoples (2016A – 2021E)



- Peoples has identified over 3,000 miles of bare steel and cast iron pipe to be replaced under its Long-term Infrastructure Improvement Plan ("LTIP") by 2034 in its PA service territory alone
 - At approximately 150 miles per year of pipe replacement, this implies ~20 years of increased capital spending
 - DSIC allows for accelerated recovery of capital between rate cases

There is ample opportunity at Peoples to deploy capital to improve aging infrastructure and earn timely recovery under the LTIP

Overview of Financing Plan

Acquisition Financing Strategy

- Fully committed acquisition bridge facility
- Current standalone Aqua FFO / Debt of 14% to 15% will remain strong for a fully regulated company following the acquisition at 12% to 13%
- Permanent financing plan targets a strong balance sheet and strong investment grade credit ratings
 - **Equity:** Anticipate issuance of ~\$2.2-2.5B of common equity and equity-linked securities
 - ✓ 30% to 40% in equity-linked securities and the remainder in the form of common equity
 - **Debt:** Anticipate ~\$0.5-0.8B of incremental Aqua America debt issued to fund transaction
 - ✓ We expect to issue index-eligible, public debt in a mixture of 10-year and 30-year tenors
 - ✓ Executed interest rate hedge to mitigate the potential economic impact of higher Treasury rates

Acquisition Funding Sources



Key Milestones

- ✓ Public Announcement
- ✓ Bridge Financing Secured
- Regulatory Filings Completed
- Equity Offering
- Debt Financing
- State PUC Approvals

Expected Closing Mid-2019

Guidance



Chris Franklin

Chairman, Chief Executive Officer and President

2018 Guidance

Earnings	<ul style="list-style-type: none">• Earnings per diluted common share of \$1.40 to \$1.42, excluding transaction expenses, narrowing guidance towards the top end of previous range of \$1.37-\$1.42
Capex	<ul style="list-style-type: none">• Infrastructure investment of approximately \$500 million in 2018• Infrastructure investment of approximately \$1.4 billion planned through 2020 in existing operations• Rate base growth of approximately 7%
Rate Activity	<ul style="list-style-type: none">• Aqua Pennsylvania filed a rate case in August 2018 with resolution expected in 2019
Customer Growth	<ul style="list-style-type: none">• Total customer growth of 2 to 3%

We recently announced that we do not plan to provide earnings guidance for 2019 due to the ongoing Pennsylvania rate case. However, we will continue to provide guidance on capital and operating expenses, rate base, and customer growth. At the conclusion of the rate case, the company will resume providing earnings guidance on the normal cycle.

Summary

- ✓ Municipal acquisition program on track
- ✓ Capital investment on pace for record year
- ✓ Inaugural CSR report released
- ✓ First PA rate case in seven years filed
- ✓ Peoples acquisition approval and integration processes are underway
- ✓ Updated 2018 EPS guidance to \$1.40 - \$1.42 from \$1.37 - \$1.42

Q&A Session

Aqua America

AQUASM

Thank You for Attending Aqua's Third Quarter 2018 Conference Call

**Fourth Quarter and Full Year 2018 Earnings
Conference Call and Webcast**
Tuesday, February 26, 2019

For more information contact:

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Vice President, Chief of Staff and Investor Relations

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Appendix

Aqua America



2018 Closed Acquisitions

As of November 5, 2018

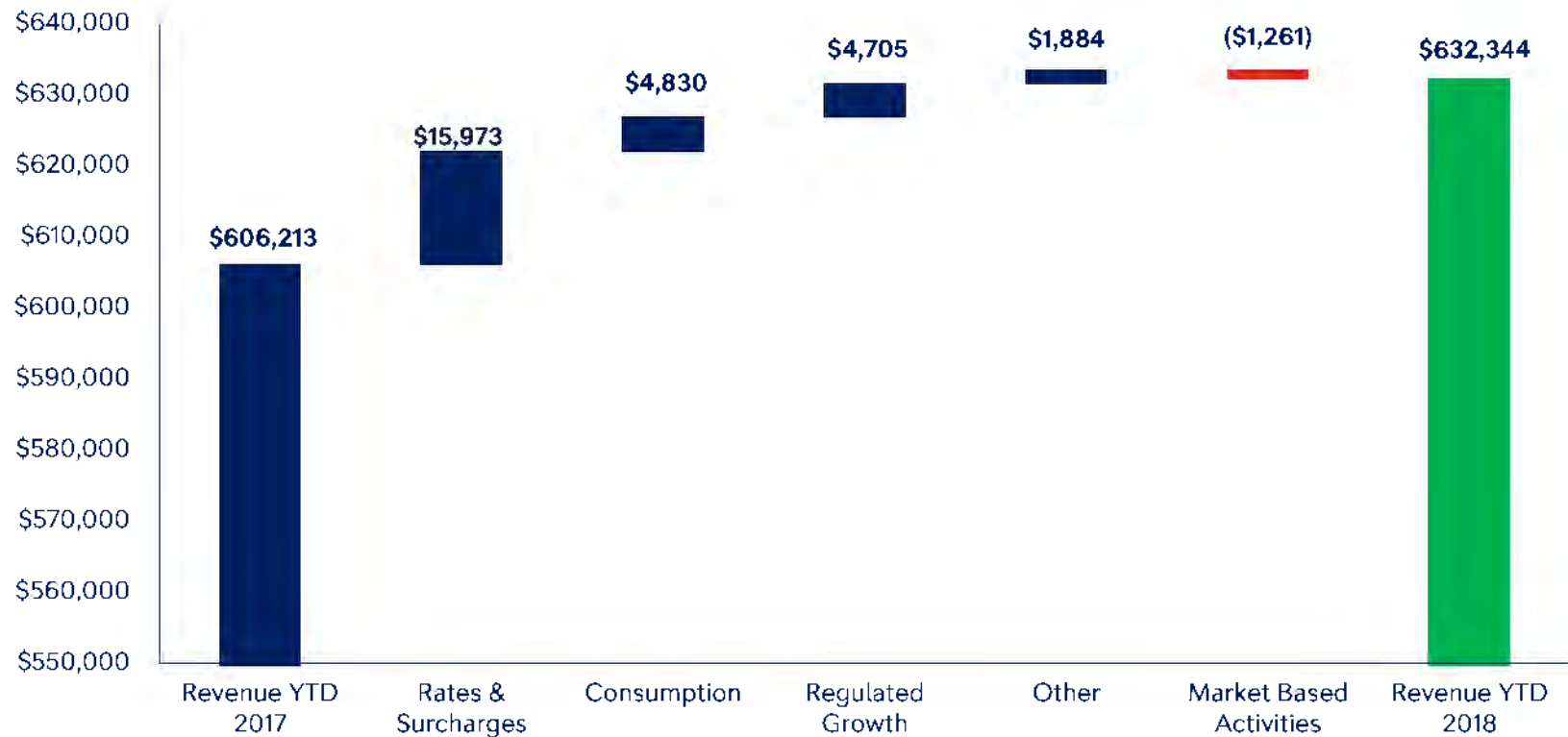
Acquisition	State	Transaction	Type	Number of Customers	Approximate Rate Base (\$000s)
Sun Valley	PA	Private	W	81	\$5*
Firestone Trace	OH	Private	W	229	\$124*
Firestone Trace	OH	Private	WW	138	\$61*
Limerick	PA	Municipal	WW	5,497	\$64,373
Manteno	IL	Municipal	WW	3,890	25,000
Peotone	IL	Municipal	W/WW	2,987	12,300
				12,822	101,863

*Reflects purchase price for private transactions where rate base calculation is still pending.

Operating Revenues

YTD Sept 30, 2018 vs. YTD Sept. 30, 2017

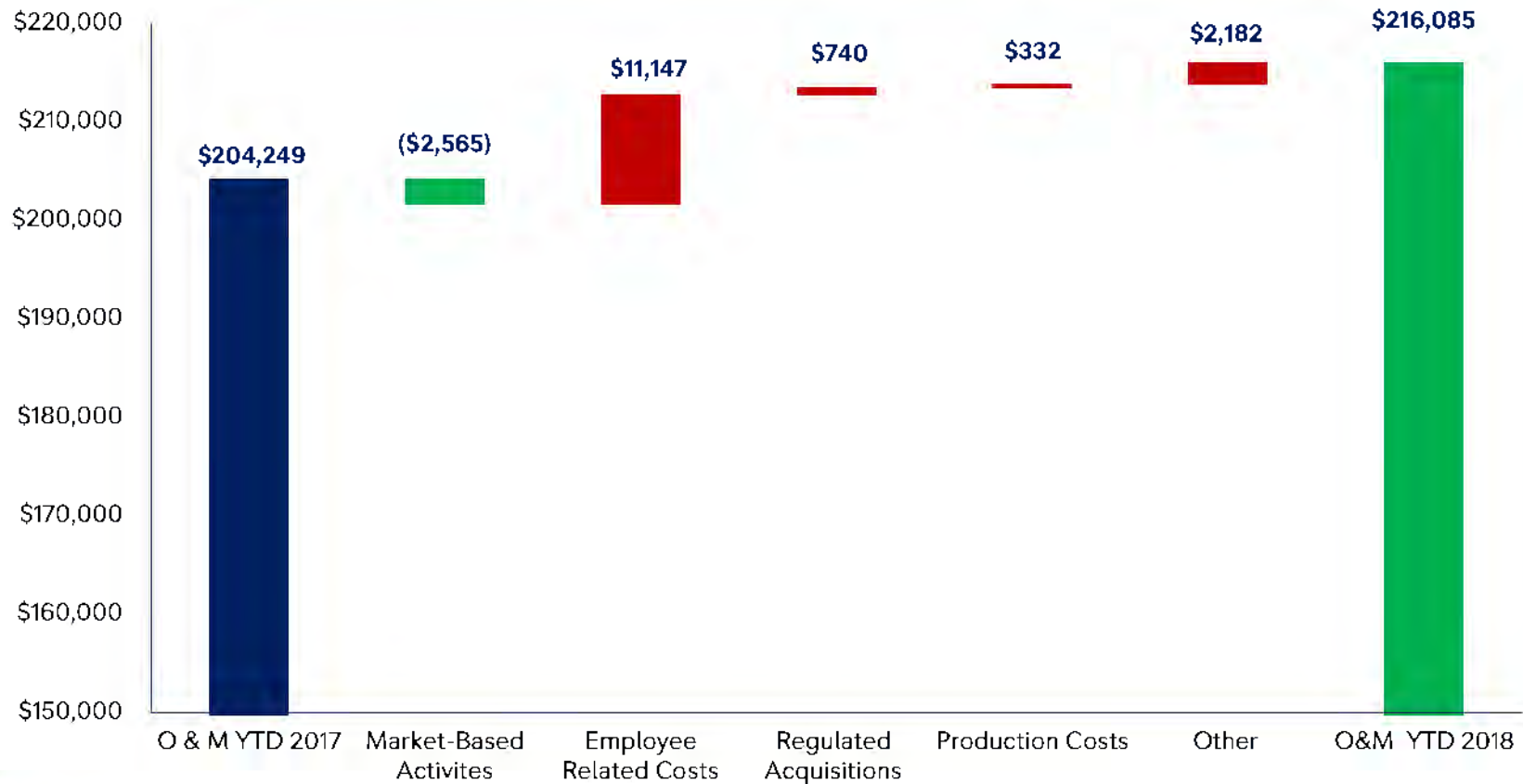
Change in Operating Revenues (thousands)



Operations & Maintenance Expenses

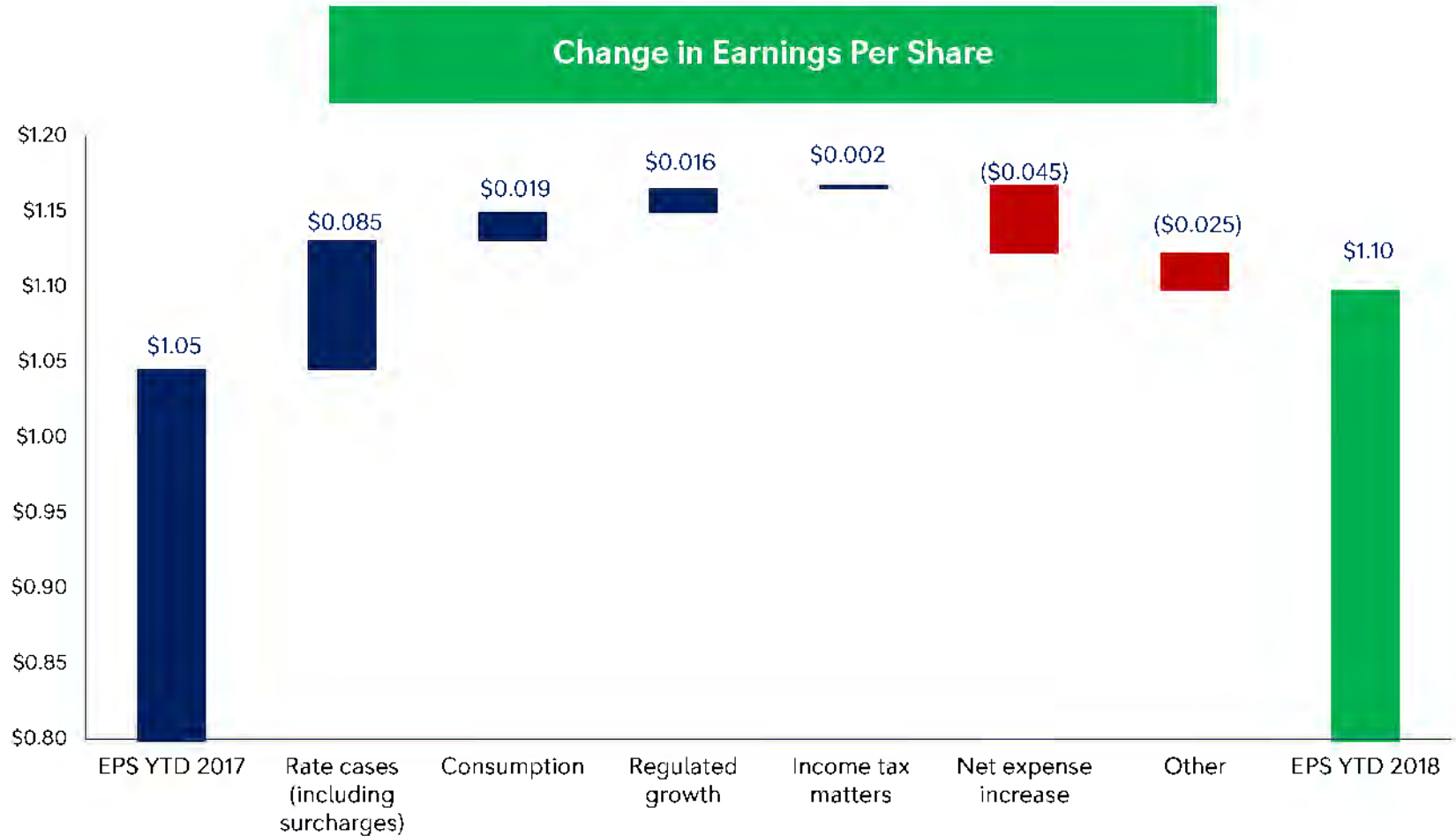
YTD Sept 30, 2018 vs. YTD Sept. 30, 2017

Change in Operations & Maintenance Expenses (thousands)



Earnings per Common Share

YTD Sept 30, 2018 vs. YTD Sept. 30, 2017



Dividend Increase History

7.0% Increase to Annualized Dividend Rate Effective 9/1/2018



State by State Comparison

As of October 1, 2018

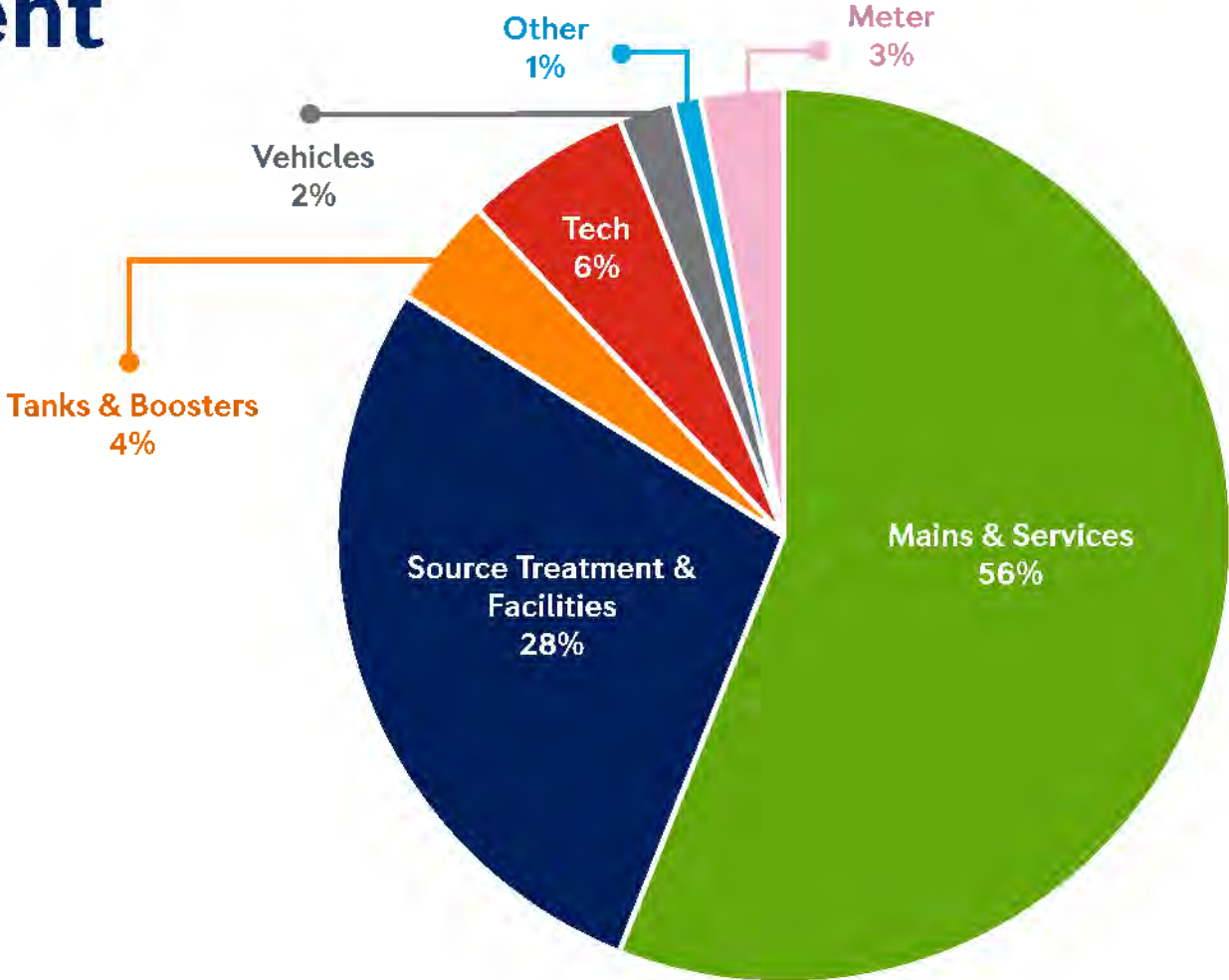
State	Rate Base (\$millions)*	Water Connections	Wastewater Connections	Total Customers
PA	2,831	440,031	26,846	466,877
OH	287	145,819	6,883	152,702
IL	276	65,273	15,150	80,423
TX	241	64,108	17,358	81,466
NJ	172	53,534	6,185	59,719
NC	165	80,891	18,900	99,791
IN	74	1,218	26,828	28,046
VA	77	25,812	7,787	33,599
Total	4,123*	876,686	125,937	1,002,623

*as of December 31, 2017

Infrastructure Investment

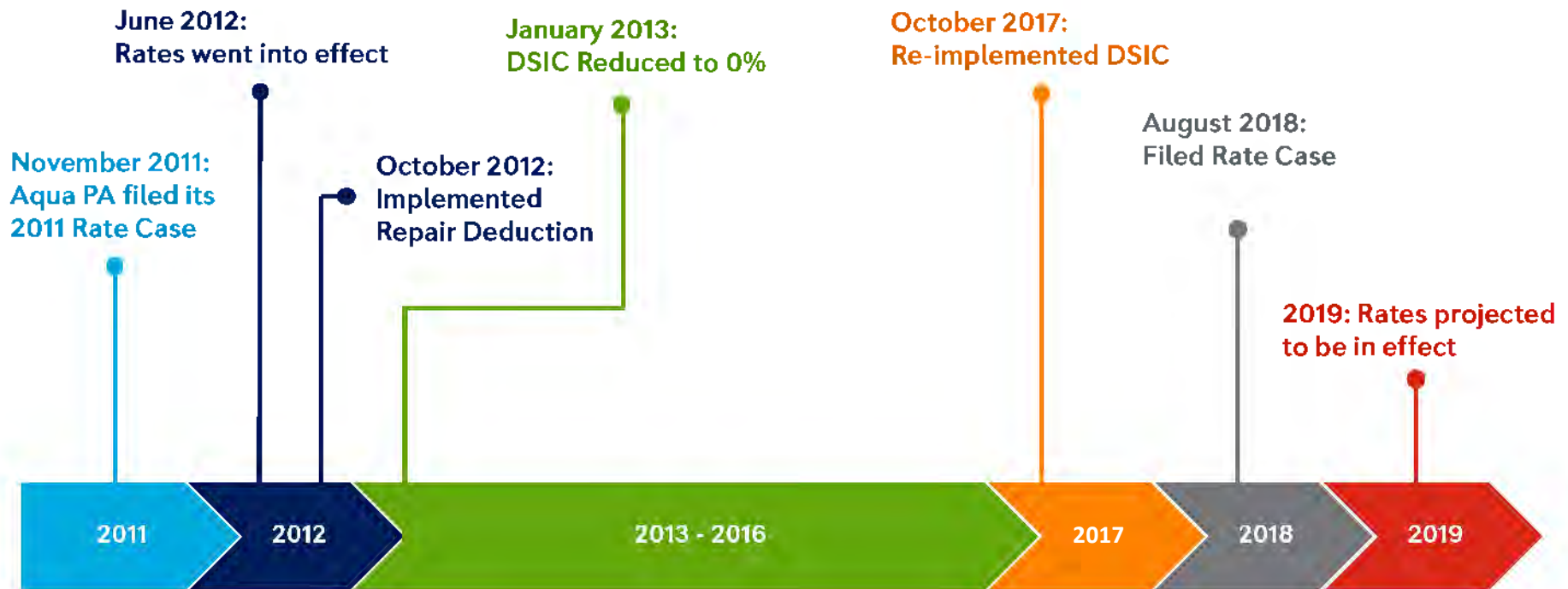
Regulated Operations

Capital Investment Breakdown 2018 - 2020



3 Year Total = \$1.4 billion

PA Rate Case Summary



PA Rate Case Summary

Timeframe:

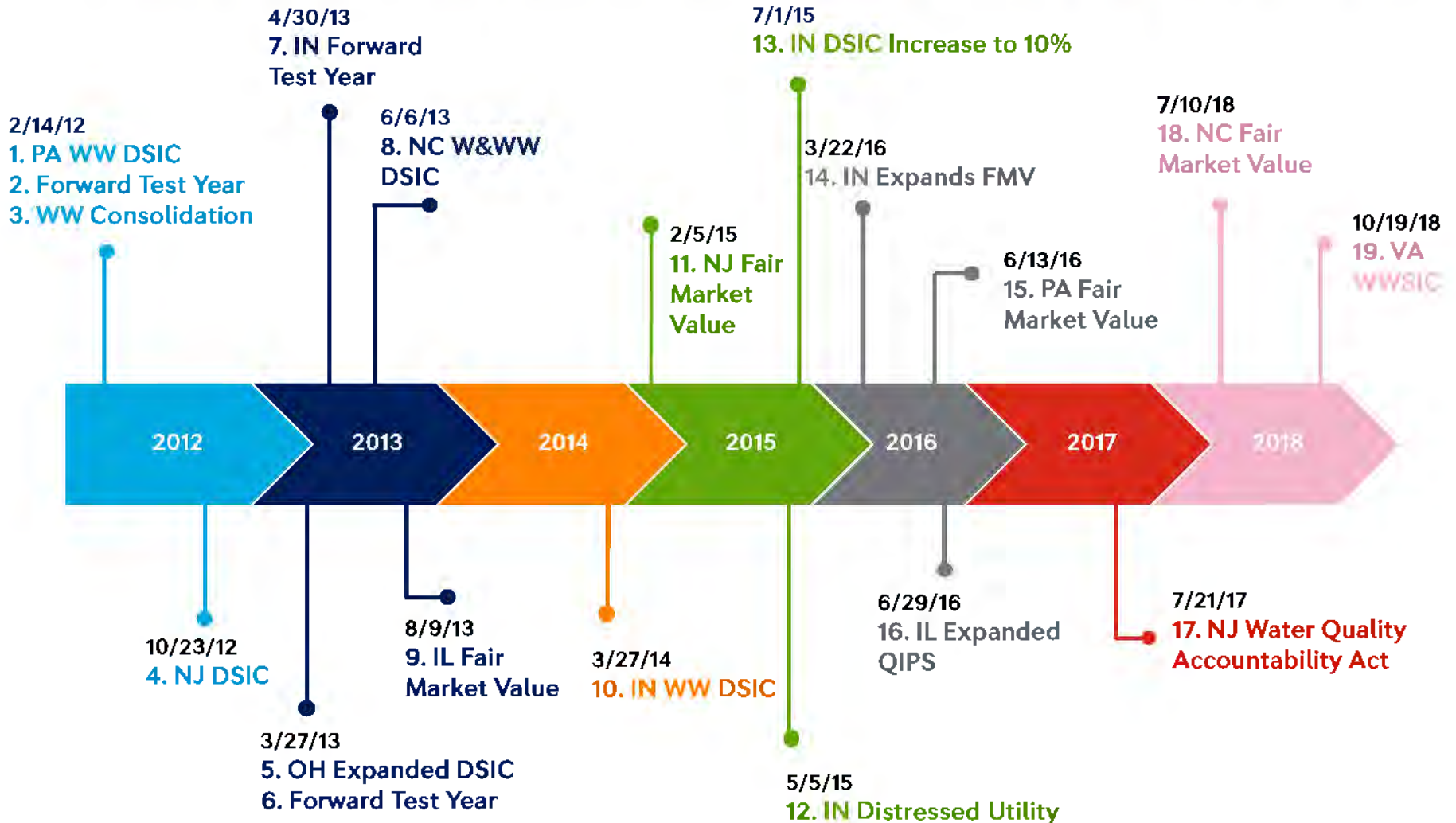
- Filed: August 2018
- Complete: 2019

Case Summary/Issues:

- First case filed in 7 years
- Over \$2 billion of capital
- Consolidated Water & WW
- Over 20 Acquisitions
- First filing using Fully Projected Future Test Year
- Tax Act and Tax Repair

Year	PA CAPX (\$000's)
2012	\$129,923
2013	\$212,721
2014	\$214,155
2015	\$248,354
2016	\$251,373
2017	\$308,006
'18 and '19 (est.)	\$670,000
Total	\$2,034,532

Water & Wastewater Regulatory Trends



Rates and Surcharges Completed

As of November 5, 2018

State	Docket Number	Type	Awarded Annualized Revenue Increase (\$thousands)
Illinois	17-0259	Rate Case (w)	\$6,549
	17-0259	Rate Case (ww)	\$758
Indiana	50137, 50144, 50143, 50141	Tax Compliance Filing	(\$788)
New Jersey	WR16010090	Surcharge (w)	(\$39)
	WR18030237	Tax Compliance Filing	(\$2,615)
North Carolina	W-2018, Sub 363A	Surcharge (w)	(\$13)
	W-2018, Sub 363A	Surcharge (ww)	\$115
Ohio	Ordinance 22-2013 & 14-041	Rate Case (w)	\$1,333
	N/A	Tax Compliance Filing	(\$830)
Pennsylvania	M-2017-2638898, M-2018-3000644, M-2018-3000069, M-2018-3002175, M-2018-3004063	Surcharges (w)	\$19,303
Texas	48197	Tax Credit Surcharge	(\$3,726)
Virginia*	PUR-2017-00082	Rate Case (w)	-
	PUR-2017-00082	Rate Case (ww)	-
		Total	\$20,047

Rates and Surcharges differentiated by water (w) and wastewater (ww) systems

*Final order subject to appeal. Revenue increase was zero primarily because the adjustment for the Tax Cuts and Jobs Act offset the normal increase.

Rates and Surcharges Pending

As of November 5, 2018

State	Docket Number	Type	Requested Annualized Revenue Increase (\$thousands)
Indiana	Cause No. 45032 Sub docket 18 & 19	Tax Compliance Filing	(\$486)
North Carolina	W-218, Sub 497	Rate Case (w)	\$3,664
	W-218, Sub 497	Rate Case (ww)	\$1,304
Ohio	18-0337-WW-SIC	Surcharge (w)	\$2,440
Pennsylvania	R-2018-3003558	Rate Case (w)	\$58,299
	R-2018-3003561	Rate Case (ww)	\$13,470
	M-2018-3004861	Surcharge (w)	-
		Total	\$78,691

Rates and Surcharges differentiated by water (w) and wastewater (ww) systems